JULY 8, 1974

Commerce Today

A Fair Shake For The Fair Sex

FROM THE SECRETARY

A Fair Credit Shake For Women

American women make up nearly 53 percent of the population and 39 percent of the work force. But they are treated as economic adolescents when it comes to extending them credit in consumer transactions.

The abuses are well-documented, but it is just recently that they have become well-publicized. For instance, credit cards are often issued only in the husband's name regardless of the economic stature of the wife. Women who maintained a good credit standing before marriage are often denied the same credit when they marry. Women routinely lose their credit rating when they divorce. The income earned by a wife is often discounted or ignored when a couple seeks a home mortgage.

Some practices are actually demeaning, such as having the husband sign an application for a credit card even though the wife's earnings are sufficient to meet the obligation, or of having a male family relative co-sign an apartment lease because the renter is female, as happened to a 30-year-old woman of independent means whose father had to serve as co-signer.

The Senate has passed a bill which would prohibit credit discrimination on the basis of sex or marital status as a way to remedy this situation. A similar measure is now before the House of Representatives. Proponents of this legislation see it as a legal basis for obviating some of the commercial practices which have worked to the disadvantage of women. But it would behoove individual concerns to review their credit practices—and reform them where they can—particularly in view of the changing economic status of women.

The National Business Council for Consumer Affairs, which served as an advisory group in the Department of Commerce on consumer matters, in a 1972 report on "Financing the American Consumer," recommended that "Credit grantors should continue to use ability and willingness to repay as the principal determining factors in decisions relating to the extension of credit."

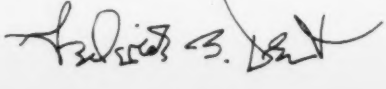
Noting that discrimination against women in credit granting systems can be subtle but serious, the Council further stated that "There is only one principle here which is fair and reasonable," which they spelled out in recommending, "Consumer credit granting criteria should be the same for men and women. When they meet these criteria, married women who so request should be granted credit in their own name."

These are the recommendations of the business community. We should also note President Nixon's housing policy recommendations and goals, submitted to Congress last year, when he said: "The availability of mortgage credit has also been restricted in many instances on the grounds that the applicant's financial resources, which would otherwise have been adequate, were deemed insufficient because the applicant was a woman. These practices have occurred, unfortunately, not only in home mortgage lending but also in the field of consumer credit. I shall therefore work with the Congress to achieve legislation which will prohibit lenders from discriminating on the basis of sex or marital status."

Of course, some credit institutions, even while philosophically opposed to sex discrimination, have been blocked from putting such policy into practice by restrictive state laws. Community property statutes in some states give control of jointly-owned property to the husband, and in one state even a wife's earnings, with the result that the wife is legally unable to demonstrate the ability to pay her own debts. In another state, a statute prohibits issuers of bank credit cards from setting up more than one credit account for a husband and wife unless they are legally separated.

Significantly, the legislation which passed the Senate and is pending in the House on credit reform was not opposed by the banking industry or the credit industry; they generally welcome equal credit rights for women. It is in their interests to do so. Consumer credit, in adding substantially to the buying power of consumers, influences both the level and structure of consumer demand. Increased consumer demand, in turn, encourages the production and distribution of goods and services on a mass scale, creating more jobs, higher incomes, and lower unit cost to the consumer.

Change is a constant companion of our business system. The granting of women an equal credit status is a change that awaits implementation NOW.



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COVER: *Women throughout the nation, no matter their calling, may finally be treated as adults rather than economic adolescents if currently proposed credit reform legislation is enacted. Commerce Secretary Dent in his "From the Secretary" column on the opposite page comments on the issue. Economic Highlights beginning on Page 2 is devoted to women's increasing participation in the nation's labor force.*

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Greater Activity By Women In Labor Force In Recent Years Points Up Long-Term Trend

An economic and social development of historical proportions — the movement of women into the labor force—has intensified in the late 1960s and early 1970s. This has resulted in a participation rate of 44 percent in 1973 compared with only about 20 percent in 1900.

This change in the composition of the labor force has been accelerating during the post-war period but the necessary adjustments to the change have not been fully recognized or implemented. Some factors which have contributed to this movement include changes in social mores, family formation plans, population growth, and the higher educational level of workers. Concurrent with the above has been the increasing number of families headed by women as well as the growing economic attractiveness for two family workers rather than one.

Table 1

Women Employed As Wage And Salary Workers In Nonagricultural Industries 1940-74

(Percent employed of total)

	1940	1960	1974[1]
Total nonagricultural industries	31	36	39
Mining	1	5	6
Construction	2	4	6
Manufacturing	23	25	29
Durable goods	12	18	22
Nondurable	33	35	39
Transportation, public utilities	12	18	21
Wholesale, retail trade	30	40	41
Finance, insurance, real estate	34	49	53
Services	62	62	55
Medical & health	73	77	81
Education	64	63	49
Legal	54	76	63
Government[2]	—	39	45

[1] Data for January 1974. [2] Equivalent data not available for 1940.

Table 2

Women Employed In The Skilled Trades 1960 And 1970

(Women as percent of total)

	1960	1970
Bakers	18.0	29.8
Blue-collar worker supervisors	7.2	8.0
Durable manufacturing	4.1	4.6
Nondurable manufacturing	13.9	14.4
Carpenters	.4	1.3
Compositors & typesetters	8.2	15.0
Decorators & window dressers	46.3	57.6
Dental Lab technicians	4.3	22.7
Electricians	.7	1.8
Machinists	1.3	3.1
Automobile mechanics	.4	1.4
Heavy equipment mechanics	1.2	1.8
Painters, construction, & maintenance	1.9	4.1
Printing press operators	5.8	8.5
Telephone installers & repairers	2.0	3.5

Rather surprisingly, the greatest impetus to the influx of female workers recently has not come from single women, but from married women. In particular, the participation rate of married women with children under eighteen years has increased dramatically over the years. Families headed by women have grown chiefly as a result of an annual increase of nearly 11 percent in the divorce rate over the past five years. In addition, inflation in recent years has slashed real income growth so that a once adequate income from a single provider is no longer considered sufficient. The once common argument that women need not work is being recognized as false.

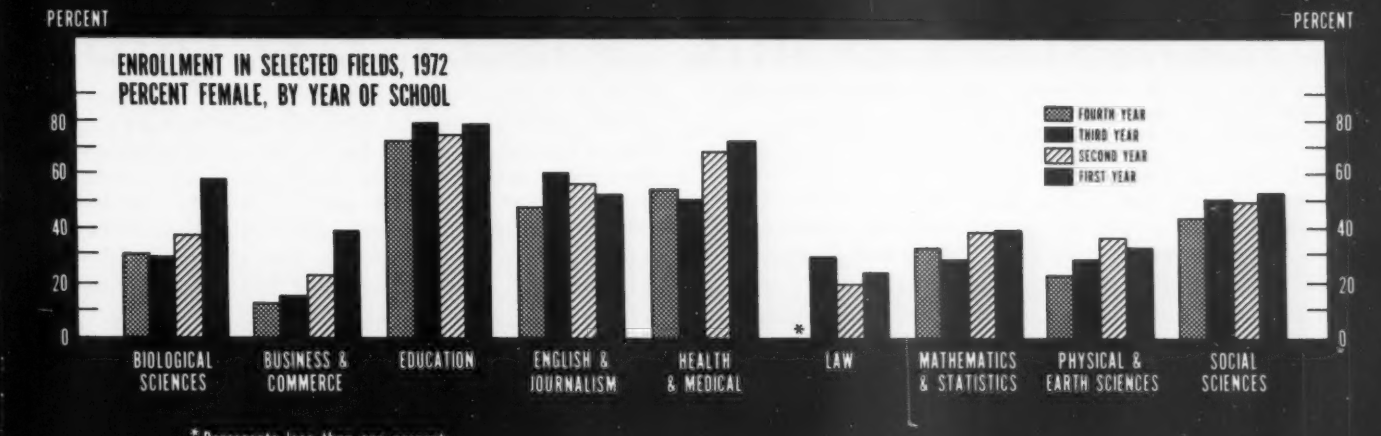
As was true in the 1940s, data for the nonagricultural industries show the service sector, particularly health and educational services, as the primary employer of women (7.1 million in January 1974). The second largest employer is the trade industry with 6.6 million (January 1974). The proportions represented by women in the wholesale and retail sectors are unequal, with women accounting for about half of the employees in the retail trade sector and about one-fourth in wholesale trade. The government, both on the federal and state level, has been one of the fastest growing employers of women (6.2 million). Most of the growth was in the educational field but the rate of increase has recently slackened considerably. With 5.7 million women employees, manufacturing is the fourth largest employer and finance, insurance and real estate follows in fifth place with 2.2 million women.

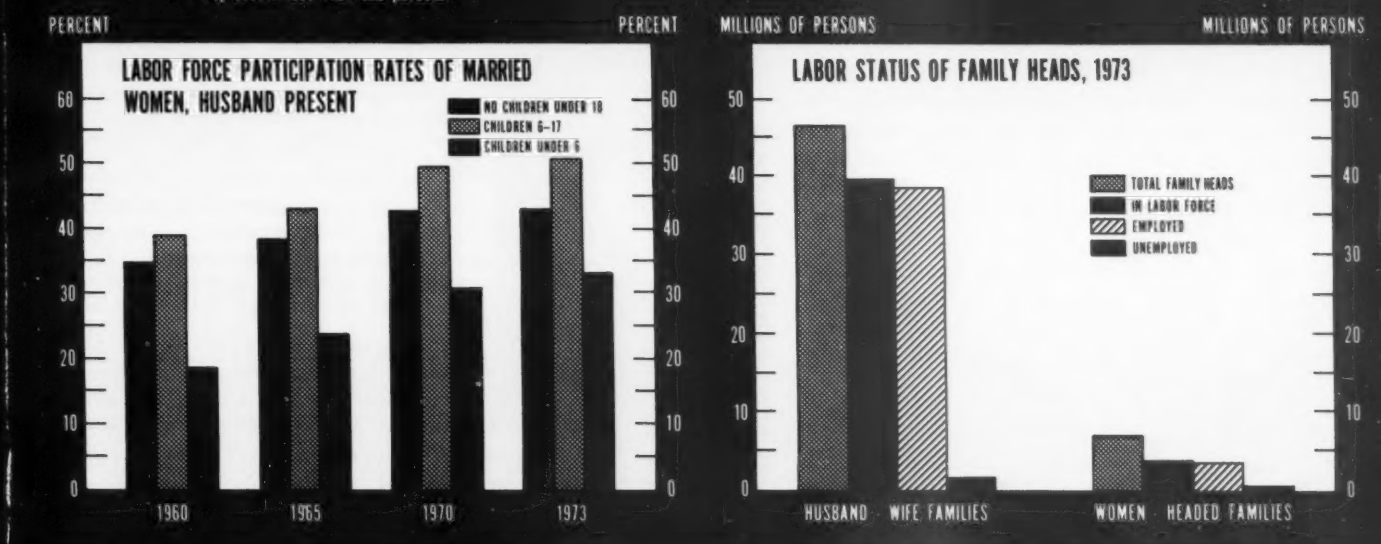
Within the occupational groupings, some sub-categories also remain female intensive. While the service sector indicates continued employment opportunities in the future, other industries are not particularly charted for expansion. Women workers must penetrate the currently male-dominated occupations in order to achieve the more widespread employment opportunities now enjoyed by men.

In addition to certain occupational constraints, women are also generally grouped at the lower end of the income scale. The income disparity can be attributed to various reasons; several studies suggest the most important is job experience, or more specifically, lack of continuous full-time employment on a job. Other significant reasons are limited vocational and training skills, lower educational levels, inability to work full-time as opposed to part-time, and social pressures that determine "men's" and "women's" jobs. While the above reasons probably account for the bulk of the disparity, job discrimination by employers remains a substantial factor. With the advent of equal rights legislation, the situation will undoubtedly improve but the process does not promise to be a quick one.

Mobility of the labor force usually involves the transference of family location. While a second family worker usually contributes to family mobility within the region —a move generally to better housing—the percentage of married women workers continuing to be employed declines steadily as locational changes become interstate. As dual careers become increasingly prevalent, moves that do not consider opportunities for both persons may become less frequent.

Women workers are apparently responding to more widespread employment opportunities in both blue-collar and white-collar occupations. While the aggregate data do not show an appreciable shift in the traditional female jobs since 1940, some detailed breakdowns show increasing adjustments taking place at the margin. Table 2 lists fourteen skilled blue-collar trades which have experienced a minimum of 5,000 women workers added from 1960 to 1970. These male-dominated trades are among the higher paying ones and consequently inroads into these occupations should raise the average level of income for female workers.





Concerning white-collar employment, the educational level of all workers has been increasing steadily. However, any significant educational disparities previously existing between female and male workers have largely disappeared. The median number of school years completed by female workers is even greater for some age categories. The heightened competition for higher income white-collar jobs will compound the adjustment problems in the years ahead.

There is a surplus of workers in some traditionally female jobs. For example, the demand for elementary school teachers has declined as the effect of the baby boom has subsided. Whether enrollments of women in higher educational programs will show increasing tendencies toward professional and career oriented fields remains to be seen. At the present time, there are indications of rising proportions of woman students in professional programs while traditional female-dominated fields such as English are holding steady or declining. Since the current period is one of adjustment, data confirming trends toward greater participation of women in all occupations will not be evident until the next five to ten years.

Newsmemo

In ten years, 2,200 retired U.S. businessmen have volunteered their management knowhow to the world's developing nations. That's the story of the first decade of the International Executive Service Corps--"The Paunch Corps." On their missions, usually three months long, volunteers get only travel and living expenses. Food production and distribution have been the object of many of their services, with building, textiles, machinery, transport, insurance and banking also high on the list. This year 700 new projects are planned, a new annual record. The corps operates from 545 Madison Avenue., New York, 10022. C. Peter McColough of Xerox Corp. is the current chairman of the organization. The corps gets about half its financing from corporate and individual sponsors and half from U.S. AID funds.

Is the appliance industry meeting its own "truth-in-disclosure" guidelines in the warranties it offers consumers? Not universally, says Dr. Elsie Fetterman of the Major Appliance Consumer Action Panel after matching 106 warranties against nine industry-approved guidelines. All guidelines were met by 17, all but one by 40. But 39 percent fell short of the recommended clarity in language, and 41 percent were inadequate in explaining how the consumer makes a warranty claim. Dr. Fetterman said MACAP was making no judgments on warranty quality; simply trying to find whether manufacturers were heeding their own recommendations.

The nation's radiators may be a trouble zone next winter if anti-freeze shortages develop. There were some indications of such a shortage last winter, but mild weather came to the rescue. Decreased production of the basic coolant, ethylene glycol, plus increased demand, creates the problem. In 1974's first four months, production dipped 5 percent. Puerto Rico, a major production site, has had power difficulties that cut output. DuPont has left the anti-freeze marketing scene; its ethylene glycol is said to be going now into the production of polyester fibers.

Also, packaging will remain tight--a reference not to wrapping characteristics but to scarcity in materials. A survey by the Nat'l Flexible Packaging Association concludes that there will be no easing ahead in the supply of needed plastic film, cellophane, aluminum foil and paper. These are used to make $1.7 billion worth of bags, sacks, sheets, rolls and other wraps per year. Almost all the surveyed firms expect shortages to continue. Delivery lead times of six to eight weeks are expected. About 86 percent of the surveyed firms expect the shortages to mean layoffs for them, and 90 percent see sales drops for the same reason. But only 22 percent expect energy supply problems this year.

The 13,000 federal credit unions grew in assets last year by 16.4 percent, to $14.5 billion. Sluggish home construction activity which has affected savings and loans and mutual savings banks, has not significantly touched credit unions, which mostly make small personal loans or finance auto purchases. Some 1973 totals from the National Credit Union Administration: loans outstanding, $11.1 billion, up 17.9 percent; membership, 14.7 million, up 8.1 percent; average share, $859, up 6.4 percent; dividends, an increase of 23 percent to $635 million.

Of 10,000 flood-prone communities in the U.S., 2,263 have acted to expand disaster insurance for their commercial establishments. They've done it under an extension of the Flood Disaster Protection Act, by informing the Department of Housing and Urban Development that they are working on land use control measures to reduce future flooding. The new program raises limits of flood disaster coverage by increasing subsidies to private insurance companies. Commercial coverage limits on facilities have been increased to $100,000 from $30,000, while protection for commercial policyholders against damaged building contents has been raised from $5,000 to $100,000. Until recently, flood insurance was virtually unobtainable.

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Open Door To Foreign Investment, Long U.S. Policy, Still Is Beneficial

It is widely recognized that the mainspring of the economic development of the United States during the first century and a quarter of its existence was foreign investment. Capital from abroad financed and made possible the things that got our economy going.

The Erie Canal was started with British funds. The vast Louisiana Purchase was made with $11 million in cash loaned by money sources in Amsterdam, Paris, and London.

Capital from England, France, Germany and the Netherlands helped finance the first National Bank of the United States, state banks, insurance companies, roads, bridges, railroads, and many other ventures, most of them risky investments by any standards.

Our first Secretary of the Treasury, Alexander Hamilton, recognizing its value to the United States, had this to say about inward investment in his 1791 Report to the First Congress: "Rather than be judged a rival, it ought to be considered an auxiliary all the more precious because it alone permits an increased amount of productive labor and useful enterprise to be set to work."

The application of this principle has through the years contributed to the strength and development of the economy of the United States. For with these incoming investments, and through licensing and other arrangements between foreign and American companies, over the years have come many forms of technology developed abroad.

Innovations from abroad

The steam engine, the system and machinery for production of textiles, and the basic steelmaking processes we have exploited so well were developed in England.

The diesel engine, the motorcycle, and the first engines, gear differentials, storage batteries, and other parts important to automobiles were developed in Germany. The jet engine is from England, and so is the bicycle. Cement is not our invention, nor is tar for our roadways. And laminated glass is from France.

Germans discovered coal chemicals and their derivatives used in the production of dyes, and in the manufacture of pharmaceuticals, explosives, artificial fertilizers, synthetic fibers and textiles, some building materials, and numerous other strategic products.

The boom crane towering over our cities is a Swedish innovation; cassettes so popular with the teens are from the Netherlands; neon lamps from France; the electric battery from Italy; and the magnetic tape recorder is from Denmark.

Many of our wonder drugs came to the U.S. from abroad. Among these are sulfa and anesthetics from Austria, adrenaline from Japan, penicillin and smallpox vaccine from England, insulin from Canada, and Vitamin C from Norway.

Most of the basic plastic compounds were developed in Europe. The Wankel rotary engine is from Germany. A Russian developed the formula for high octane gasoline.

It is an understatement that these and

JAPANESE EXPLORE U.S. INVESTMENT OPPORTUNITIES—*Isao Nakagawa, managing director of C. Itoh & Co. Ltd., Osaka, Japan, confers with I. Barry Thompson (left), and John A. Gelbach, both with Cleveland's Central National Bank. Nakagawa visited Cleveland and Columbus to discuss investment opportunities in Ohio. His trip, in December 1973, was an outgrowth of an Ohio Trade Mission to Japan earlier last year.*

MADE IN U.S.A.?—*Not yet, but Volkswagen is one of several foreign automobile manufacturers considering establishing plants in the U.S. Above, VW's at Los Angeles harbor.*

ANOTHER PROSPECTIVE U.S. INVESTOR—*Toyotas move along an assembly line at one of the country's factories in Japan. This scene may soon be duplicated at a U.S. facility.*

other innovations from abroad have played large parts in the development and betterment of our country. Today, it is not surprising that many foreign-owned plants in the United States are manufacturing dyes, chemicals, pharmaceuticals, and synthetic fibers and textiles. The parent companies were the inventors.

Practically all the foreign companies establishing plants in the United States have a new product, a new process, a new design—something that in one way or another is different from, and superior to, what already exists.

We obviously do not have a monopoly on technology. During the 1940's, into the 50's, and through the 60's we "exported" technology. We will continue to export technology, but we may also be entering a new era of again "importing" considerable technology.

Many countries besides the United States are investing heavily in research and development. In 1972, 31 percent of U.S. patents issued were to persons and companies in foreign countries. This is the top of a gradual percentage increase which began in 1960 when 16.3 percent of U.S. patents issued were to residents of foreign countries.

There are some industrial sectors in the United States in which foreign ownership is restricted—practically all being sectors sensitive for national security or fiduciary reasons.

Some examples of these are: radio, television, and telephone communication facilities, domestic airlines, and hydroelectric and atomic energy power projects. All of these have very limited, if any, alien voting ownership.

The Federal agencies which oversee these sectors may withhold licenses to operate to companies whose alien ownership exceeds a certain percentage: usually 25 percent, in some cases less. There are restrictions on foreign ownership of mineral rights in the resources sector, and most states limit the entry of foreign corporations in fields of banking and insurance for fiduciary reasons.

Extent of ownership

Currently, it is believed, there are about 1,300 manufacturing plants in the United States owned or controlled by foreign companies, of the 316,000 U.S. manufacturing plants. The book value of these foreign-owned manufacturing plants, and the petroleum facilities, insurance companies, banks and other entities owned by foreigners in the United States, probably was in the $16-17 billion range at year-end 1973.

In contrast, U.S. multinational companies have close to 10,000 manufacturing plants, and a total of about 23,000 affiliate companies abroad, valued at close to $100 billion —six times the book value of foreign-owned companies in the United States. U.S. corporations own about 5 percent of total corporate assets in Europe alone compared to the ¼ of 1 percent of total U.S. corpo-

rate assets owned by foreign firms.

Foreign companies are exporting their products to the United States in large numbers—about $69 billion worth of goods last year. This is equal to the value of our exports, which constitutes about 5 percent of our Gross National Product.

New investors

Many foreign companies are finding, as in years past, that market development eventually calls for production in the United States. Volvo, which is establishing a $100 million plant in Virginia, is one of the new investors. Volvo exports 58,000 automobiles annually from Sweden to the United States. These and more will soon be made here.

Michelin, the French company which developed the radial tire, is setting up plants in South Carolina with investments of $200 million. Michelin now supplies a leading U.S. retailer and the auto industry with its top-line radials from plants outside the United States.

Volkswagen is considering establishing a plant in the United States, as are Toyota and Toyo Kogyo (Mazda), of Japan. New competition being introduced into the United States? Actually, the competition is already here in the form of imports, and it seems logically preferable that manufacture of the products be by American workers with American machinery and supplies.

Foreign investments here can help improve our international balance of payments, but more importantly the new plants established through incoming investments create jobs, contribute to overall U.S. productivity, production and domestic economic growth, and generate taxes. Each new manufacturing plant that creates 100 new industrial jobs also creates 78 new non-industrial jobs, and generates about $1.5 million of personal income, and $700,000 in retail sales, and $600,000 in bank deposits.

Provide employment

Foreign-owned plants in the United States probably provide employment for upwards of 600,000 U.S. citizens. Many of these plants have been here for decades, and for all intents and purposes, these and other newer ones are almost totally American in all respects. It appears only a fraction of profits on net sales is sent abroad in the form of dividends to shareholders, while an equal amount has historically been reinvested in the U.S. operations. Many of the larger companies have shares traded on the U.S. exchanges.

The U.S. Department of Commerce conducts an "Invest in the USA" program to assist the States in attracting foreign companies to set up job-producing manufacturing plants in the United States, and to license American companies to produce in the United States products and technologies developed abroad.

This is in line with the Federal Government's policy to maintain an open door to foreign investments here, providing equal treatment with domestic investors, but offering no special incentives. The policy is based on the premise that the operation of free market forces in determining the direction of worldwide investment will maximize the efficient use of capital resources in the international economy.

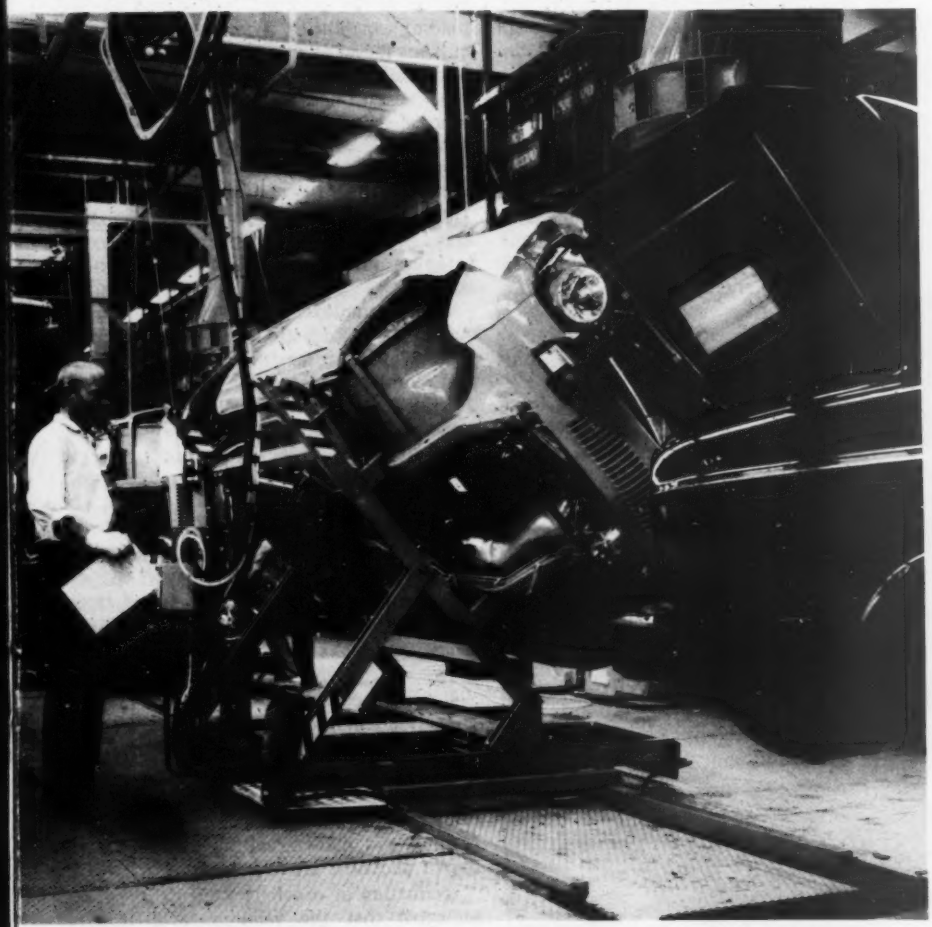
Commerce's Investment Control Office Abolished

In an action consistent with the traditionally favorable U.S. attitude toward international exchange of technology and resources through foreign investment, as expressed in the accompanying article, Secretary of Commerce Frederick B. Dent has announced a rare move in government, the dismantling of a part of the Federal Bureaucracy. The Commerce Department's Office of Foreign Direct Investments, established to limit capital flow from the United States, went out of existence with the Secretary's June 30 announcement.

"While the controls administered by this office served a useful purpose during their existence, the termination of these controls at the earliest opportunity on Jan. 29, 1974, and abolition of the Office itself on June 29 clearly demonstrates the Nixon Administration's commitment to and belief in our vigorous free enterprise system," he said.

"Lifting of OFDI controls last January after six years of operation has had a positive effect in financial markets by removing artificial obstacles to international financing, and has produced minimal side reactions. This move emphasizes that when market forces are encouraged to operate freely they can help resolve economic problems," he stated.

He added that he has been gratified with the high degree of cooperation and spirit of voluntary compliance that existed among direct investors.



VOLVO COMES TO VIRGINIA—*Assembly line worker at Volvo's Torslanda, Sweden plant inspects new models on "tipper trolley," an innovative device also being installed at the firm's Chesapeake, Va. factory. Other foreign auto makers may be on the way.*

Firm Finds A Better Reader Makes A Better, More Productive Worker

"Hey, I read a billboard today for the first time in my life," a middle-aged production worker remarked with pride in his newly acquired skill.

"All my life I've wanted to read a comic strip and last night I did it for the first time," another worker responded.

These employees of Weyerhaeuser Co. are students in adult basic education at the company's training center at Plymouth, N.C. The giant forest products manufacturer founded the school in 1968 and put it into full time operation less than two years ago for its nearly 3,000 employees in the Plymouth area.

The company has since instituted a similar program at all of its North Carolina plant sites.

Its philosophy, which receives top level management support at Weyerhaeuser, is: "To make available to every interested employee, additional education. . . . Improving workers' education will enhance their productivity and bring socio-economic profits to the community."

And, what started as a simple exercise in good corporate citizenship may have developed into a priceless tool for productivity improvement.

What does reading comic strips and billboards have to do with productivity?

Visitors from throughout the country have been flying into Plymouth to find out. The visitors are viewing Weyerhaeuser's unique adult education methods and the results with an eye toward starting similar operations in other industrial complexes in other sections of the United States.

Studies are being made to determine the school's actual impact on the job performance of the workers. The school's impact on the quality of life of the workers and the community of Plymouth — a factor highly valued by the community's largest industrial employer—is, of course, not measurable in dollars and cents.

The employee-students report numerous success stories, such as promotions from the production line to skilled and supervisory positions. More than 75 employees are working on their high school equivalency, filling the need for more education to better equip them to handle more complex jobs.

One employee who was in line for a promotion in the plywood section had limited reading capabilities. After one year of study at the Weyerhaeuser Training Center he was reading several grade levels better and, as a result, had no problem getting the promotion.

A young woman, a production line employee, used her study at the Center to win a promotion to the data processing area.

Still another employee who took modern math reports enormous personal satisfaction in being able to understand his daughter's homework.

Fifteen employees enrolled in the original Adult Basic Education class in September 1968. Weyerhaeuser furnished the facilities and recruited the students, while the nearby Martin Technical Institute supplied the instructor, class materials and equipment.

The idea caught on quickly, and 45 workers signed up for the next session.

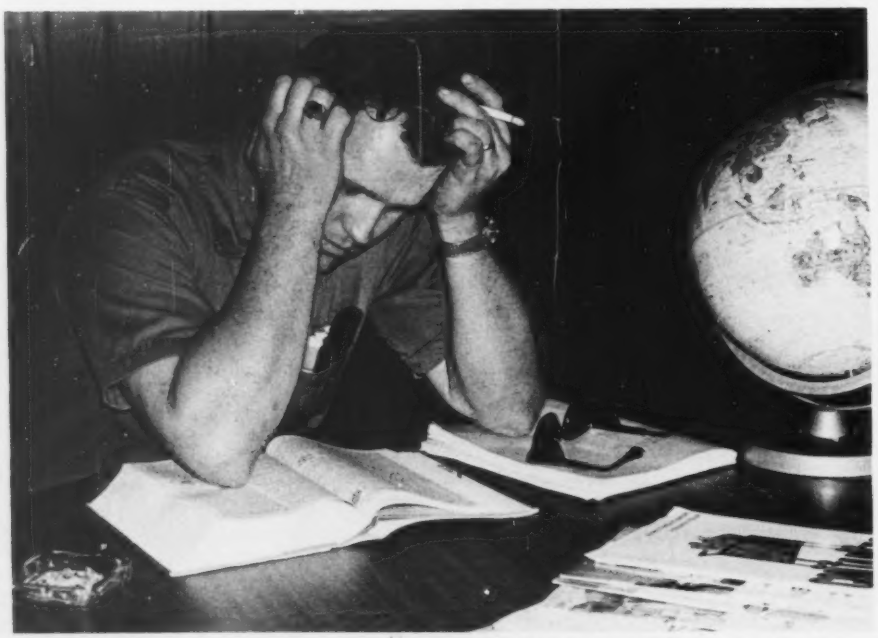
The scope of the program also expanded rapidly, as it soon became evident that employees desired help at **all** educational levels. From teaching the barest fundamentals, instructors were soon coaching workers to take their high school equivalency exams (41 had "graduated" by June 1973).

Guidance counseling is provided for employee-students seeking admission to institutions of higher learning to work toward completion of degree requirements.

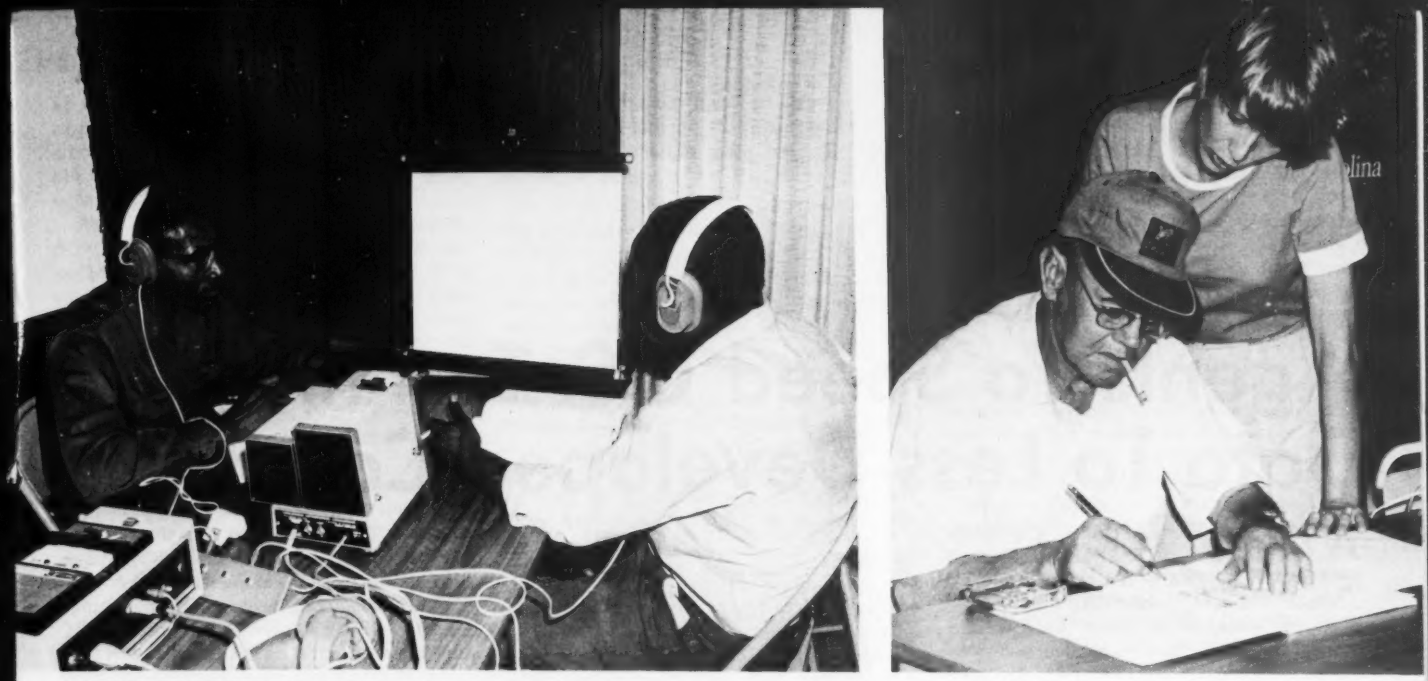
However, the main concern of the center remains adult basic education, centering on reading and math from the non-reader to fourth and fifth grade levels.

Evaluation of previous students' progress indicates that the reading level usually dictates the degree of success in other areas of instruction.

The thing that distinguishes the Weyer-



BACK FOR MORE—*Even after passing his high school equivalency exam at the Weyerhaeuser Training Center, Gene Long still keeps coming back to improve his vocabulary and spelling. More than 40 employees have completed high school through the center.*



LATEST TECHNIQUES—*The latest audio-visual techniques are employed at the center. Above left, James Cuffie (l.) and Theodore Chesson work with Educational Development Laboratory's Learning 100 reading program. Individualized instruction is also available in the form of Instructor Nancy Perry, who is shown helping Dalmar Modlin over a rough spot. Employees set their own pace.*

haeuser Training Center from other corporate adult education ventures is its "individualized" instruction. It is a completely unstructured school which uses a variety of approaches to reach its students. It expanded this year to a three-trailer complex at the plant site.

There are no desks. Students work at tables in an informal, relaxed atmosphere. Considerable counseling is in progress throughout any quarter the student is registered at the school.

"Each course of study is geared to the individual's expressed goals and developed on a personal basis," says Johnsie Perkins, who runs the Center.

Testing is used only to measure progress or for diagnostic purposes, since no grades are given.

Broad curriculum

The broad scope of the center's program includes general education development, programmed courses in basic electricity for maintenance employees, stenoscript for selected secretarial employees, drivers license procurement, black history, basic economics, basic bookkeeping and accounting, modern math, consumer education, and more effective letter-writing for middle management.

Illustrative of the diversity in curriculum is a small program just started in clerical training. All new employees in clerical positions are given orientation to show them how their work relates to the overall Weyerhaeuser operation.

"Too often," Mrs. Perkins notes, "secretaries are hired by a firm and they sit and type all day everyday without knowing what is going on or how their job fits into the overall operation. This program makes their work situation a little more relevant and meaningful to them.

"We are like a learning lab in many ways," she continues. "Everyone in the school is at a different place in their books and teachers are constantly reinforcing students with the most up-to-date audio-visual equipment and individualized instruction."

With three shifts going at the giant Weyerhaeuser operation, the Center has 125 students enrolled for the current quarter. The school has consistent regular attendance. Work schedules are often realigned to make room for class attendance. Individual needs assessment, personal goal setting and flexibility of scheduling have contributed in large measure to the school's success and popularity in the company.

Flexibility is illustrated in the work-school arrangement for employees in the timberlands. Weyerhaeuser's timberlands division had always shown a tremendous amount of interest in the training center program but logistics prevented any member of the division from attending daily classes. Timberlands workers are great distances from the plant site.

Now, Weyerhaeuser allows twelve timberlands employees to come to the center for one eight-hour session a week.

Weyerhaeuser originally opened the training center because many employees who had proven themselves capable in the performance of their jobs lacked the basic skills to keep accurate records, reports and time cards. Some couldn't read memos.

Some were operating expensive and complex machinery and equipment, which could be dangerous if improperly used. Since safety is one of the big concerns of the industry, Weyerhaeuser concluded that the more capable one is of understanding written instructions and operating procedures, the less likely an accident is to occur.

Persons in the wood products and raw materials divisions are paid their regular hourly wage for attending classes up to 10 hours a week.

"Paying a person to train for general education is a very progressive industrial attitude," Mrs. Perkins acknowledges, "but Weyerhaeuser feels it's just as beneficial to the company as to the employee.

"And if you could see the look on their faces as they complete each learning experience you would know there's a lot more involved besides money."

Well stocked

One of the training center's major functions is as a resource center for persons in the Weyerhaeuser operation to get whatever education they aspire to attain. A mini-library with reference materials, tapes and recorders, is one of the school's newest features.

The company works closely—almost as a partner—with Martin Technical Institute in this unusual educational venture. Martin Tech hires the teachers and Weyerhaeuser provides the facilities. In fact, Mrs. Perkins concludes, "without active involvement of top level management and Martin Technical Institute's interest, guidance and administration, we simply wouldn't be in business."

Business is thriving for the Weyerhaeuser Training Institute. Enrollment continues to grow quarterly as new programs expand the horizons of the firm's employees . . . and the firm.

Agents To Speed U.S. Technical Data To Less Developed Countries

A road builder in Colombia . . . a public health doctor in the Philippines . . . an agronomist in Korea . . .

These and many other experts in less-developed countries in South America and the Far East now have expanded access to U.S. Government research and development reports as a result of a new campaign by the National Technical Information Service. In conjunction with the Agency for International Development, Commerce's NTIS has recently completed negotiations with sales agents in Brazil, Colombia, Ecuador, Korea, the Philippines and Thailand. Additionally, discussions are under way with potential agents in India, Pakistan and Nigeria.

Aids development decisions

According to NTIS Director William T. Knox, the increased availability through these representatives of NTIS-published scientific and technical information should assist the developing countries in weighing alternatives when making technological decisions.

Knox points out that while one purpose of increasing their exposure to the U.S. research and development information is to enable the developing countries to expand their own manufacturing capacity, the primary one is to increase demand for U.S. products. After all, who could be more knowledgeable about the best way to do it than the ones who wrote the book?

NTIS will supply some of the agents in countries generating the most business with microfilm readers, known as Visual Search Microfilm Files, and make available a microfilm library of U.S. products, to promote sales of these goods.

The agents are selected from government organizations, academic institutions or private businesses. They will handle promotion, demonstration and sale of NTIS products and services. NTIS anticipates, according to Knox, that the use of sales agents will increase sales of the documents by providing:

- The ability to make purchases in local currency, thus avoiding foreign currency exchanges;
- Automatic air mail delivery at no extra cost;
- Availability of the reports at U.S. domestic prices rather than with the usual foreign surcharge.

Additionally, NTIS requires the agents to undertake their own promotional plans to increase sales of the publications. They will receive a 25 percent commission on all sales, which can be used for marketing. In addition to actively promoting the acquisition of NTIS products and services and the employment of U.S. scientific and technical information by end users in their countries, the agents must develop and implement marketing strategies most appropriate for their countries.

NTIS asks these intermediaries to establish a deposit account or equivalent to facilitate orders of individual documents, thus saving the end user from securing foreign exchange for each purchase. The intermediaries accept local currencies for NTIS products and services.

Under the terms of the experimental two-year agreements, the NTIS representatives in the above countries will receive in-country marketing training from NTIS and training at NTIS headquarters in Washington, D.C., in information processing, announcement and dissemination.

NTIS sponsors two-week Information Systems Training Workshops to train information specialists from the less developed countries. Participants pay for their travel and living arrangements, while NTIS pays the training costs. Among the topics covered are document processing, cataloging, indexing, key-to-tape, order processing, shipping and marketing. During the Workshops, the trainees also learn about such other NTIS services as NTISearch, Government Reports Announcements for Librarians and Government Reports Index, Weekly Government Abstracts and SCIM/Profile.

Agents Engaged By NTIS

Paes de Barros, Sao Paulo, Brazil
Fondo Colombiano de Investigaciones Cientificas, Bogota, Colombia
Centro de Dessarrollo Industrial del Ecuador, Guayaquil, Ecuador
Korea Scientific and Technological Information Center, Seoul, Korea
Development Academy of the Philippines, Manila, the Philippines
Thai National Documentation Center, Bangkok, Thailand

Commerce's National Technical Information Service was founded in 1970 when it absorbed the functions of the former Clearinghouse for Federal Scientific and Technical Information as well as some new assignments. It is the central point in the United States for public sale of research, development and other government-funded reports prepared by Federal agencies, their contractors or their grantees. Each year NTIS adds some 60,000 new titles to its collection. It now has nearly 400,000 titles in its computer file, 100,000 of them in current stock. NTIS fills more than 11,000 orders per day, supplying some 150,000 customers with about four million documents and microforms (microfiche, microfilm and aperture cards) annually. NTIS recovers more than 80 percent of its operating costs through sales.

Provides hard-to-get reports

NTIS handles technical reports that were originally produced in very small numbers and received limited initial distribution. It also makes available reports that are out-of-print as far as their original source is concerned. A body of literature that would not otherwise be generally available is therefore made accessible to those who need it.

Most of NTIS's 800,000 reports are held as a single paper copy and a single microform copy. They are reproduced on demand, often on an individual basis.

In addition to the technical reports, NTIS intermediaries handle NTISearch, a computer-based search service which provides comprehensive access by subject to more than 400,000 technical reports prepared since 1964 in the NTIS data base for a fee

of $50. Five free searches will be offered in the less developed countries where NTIS signs an agreement with a government-affiliated agent, to familiarize end users with this information service.

NTIS has pioneered in the use of microfiche and encourages its use, primarily because of its convenience and economy. It is especially useful for overseas sales because of the postage savings, due to its small size and light weight. NTIS is providing its government-affiliated sales agents with microfiche readers for use in their information centers and an index to all current (up to five years old) research maintained by NTIS.

NTIS and the Agency for International Development entered into an agreement in 1972 to promote sales of NTIS reports in less developed countries. The purpose was threefold: to facilitate the utilization of U.S. technical and scientific information in development programs of these countries; to establish linkages between NTIS and the scientific and technical information services of the developing countries; and, through these linkages, to strengthen these information services.

Quarterly index published

As part of this effort, the two agencies began publishing jointly the *Application of Modern Technologies to International Development*, a quarterly bibliography containing abstracts of NTIS publications. The listed reports are grouped under topics of greatest interest to developing countries, such as: agricultural economics and technology, building technology, civil engineering, computers, energy sources, fisheries, food and nutrition, highway engineering, manufacturing methods, mining, public health, transportation and water supplies.

NTIS officials, concerned that availability of the reports only in English might limit their use, surveyed its subscribers, who number more than 450 in some 40 countries. The results indicated that this language limitation did not discourage use of the reports. However, to make it easier to purchase the reports, NTIS will begin giving ordering instructions in the *Application* in four languages—French, Spanish and Portuguese in addition to English—in the July issue.

NTIS Director Knox made trips in 1973 and 1974 to a total of 10 developing countries to evaluate the cooperative program and interview prospective sales agents.

"I found a high degree of government leadership and coordination in many of these countries in stimulating the application of modern technologies to their economic development problems," Knox said. "But the countries vary widely in their ability to utilize sources of technical information for this purpose."

His specific conclusions were:

- The potential end user must be more precisely identified;
- This end user must be convinced of the value to him of this information;
- The information must be made more accessible locally.

As a result of Knox's conclusions, the new promotional program was begun. Plans include:

► Instituting the use of agents to promote the transfer and utilization of NTIS products and services.

► Stimulating increased awareness of NTIS products and services, including data base search services, on the part of Chambers of Commerce and Industry and other private institutions in developing countries.

► Encouraging establishment of deposit accounts at NTIS, because of foreign currency exchange problems, to facilitate acquisition of reports.

► Establishing a pilot information network with scientific and technical information services (or national documentation centers) in 10 countries for the purpose of strengthening these institutions.

In his discussions with officials in the countries he visited, Knox learned that, for the most part, government research institutions, government-supported industries, government-controlled universities and agriculture were the main users of U.S. technological information. In the more developed countries like Brazil, Knox said, "private industry comprises the major user. Therefore, we also chose a commercial agent to handle our program there."

Knox emphasized the importance of strong promotion: "Many of the developing countries lack a strong national tradition of scientific and technical publications, especially in industrial subject areas. Professionals in science and technology are unaccustomed to making use of information systems, except for those professionals trained in universities in developed countries. Therefore, vigorous promotional activities will be necessary if this service is to become a viable organization in these countries."

Since the initiation of the promotional program, sales of NTIS material have shown a slow but steady growth. Monthly sales of NTIS reports to developing countries have increased by more than 200 percent.

What of the future? Knox plans a visit to the Middle East this fall, and terms it the next target area for NTIS promotion and expansion. Another trip to South America for further promotion is also scheduled.

NTIS works closely with AID in the countries where AID has a mission. However, it is in the AID "graduate" countries (where AID has completed its loan programs) that Knox sees the greatest current potential for use of NTIS products and services.

"These are the countries," Knox said, "which have the skill to interpret the technological information NTIS has to offer, and to put it to work."

In these countries, as in Brazil, NTIS is more interested in engaging commercial sales agents rather than, as in the less developed countries, government or government-affiliated institutions.

SCIENTIFIC INFORMATION—*NTIS's 800,000 reports on U.S. Government-funded research and development will become more readily available to scientists in developing countries, such as these chemists in Thailand, under a new promotional plan.*

Crimes Against Business Are Crimes Against Us All

The $18.3 billion estimated cost of 1973 crimes against business amounted to $122 for every person in the United States above 16 years of age. Viewed from another angle, dollar crime losses amounted to 17 percent of corporate pre-tax profits.

There is very little information available in the Commerce Department—or for that matter anywhere else—on just what the total economic impact of crimes against business is, according to Norris A. Lynch, who heads Commerce's Consumer Goods and Services Division.

Studies dealing in whole or in part with business crime had been undertaken, Lynch reports, and these had prompted some recent major federal anti-crime programs such as the Omnibus Crime Control Acts of 1968 and 1970. However, these studies were hampered by the lack of statistical data about the number, types, and impact of these crimes.

Therefore, an in-depth investigation by a special study group within Commerce was undertaken to determine the impact on the U.S. economy of "ordinary" crimes against business. These include burglary, robbery, vandalism, shoplifting, employee theft, bad checks, credit card fraud, and arson.

First published in 1972, an updated and expanded version of this report on *The Economic Impact of Crimes Against Business* is due for publication shortly, and offers some extraordinary insights into the problem. Although the report's estimates are far from complete, they suggest that the annual national cost of ordinary crime to American business will top the $20 billion mark by the end of 1974.

While the FBI does not separate crimes against residential versus business properties, the overall growth trends are roughly the same for commercial property crimes. The Commerce report calls the long-term trend in these figures startling. Between 1960 and 1970, the number of burglary crimes increased by 142 percent, robbery by 224 percent, and larceny by 245 percent. Within these categories, nonresidential daytime burglary rose 155 percent; robberies of banks rose 409 percent; robberies of retail food chain stores rose 389 percent; robberies of gas stations rose 230 percent; and robberies of all other commercial establishments rose 144 percent. The number of shoplifting offenses rose 221 percent in the decade . . . and these figures cover only crimes reported to the police.

A recent pilot survey of businesses in five major cities by the Law Enforcement Assistance Administration indicates that a significant number of crimes against business go unreported. For example, the survey shows that in Detroit, 78 percent of all retail establishments were robbed or burglarized in 1972. However, just over one-third of these crimes were reported to police.

Ordinary crime against business is most severe in, but by no means confined to, central cities. Studies show that crimes against business are not solely an urban problem. They occur in suburban and rural areas with about the same relative frequency as in central cities. This is also true for the incidence of bad checks. However, businesses in central cities, particularly in the poorer sections, have the highest rate of burglaries, robberies and vandalism by a substantial margin.

In terms of relative size, small business suffers a greater burden from crime than larger businesses. Small businesses are the criminal's major targets. The incidence of crimes against small firms is 35 times that against firms with receipts of $5 million or more. Unfortunately, the small firm's limited resources make it less able to protect itself against or to weather the losses resulting from theft.

Retailers

Crime costs incurred by the retail sector are estimated at $5.2 billion for 1973, and are expected to top $5.8 billion by the end of 1974. This is slightly more than one-fourth of the crime costs incurred by all businesses, whereas retail trade accounted for only 10 percent of the 1973 gross national product.

Inventory losses, which result almost entirely from shoplifting and employee theft, are estimated as high as four to five percent of sales at some stores. This is virtually equal to the normal profit margin in retailing. In a few stores, the rate has

What's A Businessman To Do?

There are some eminently practical, and in many cases inexpensive, means for businessmen to counteract business crime:

- ► Learn and adopt (or develop, if possible) more professional approaches to property protection. In many cases, present knowledge is not being applied.
- ► Devote more attention to what industry associations are doing. This is very important for the "little guy" who bears a disproportionate share of the crime burden but does not have the resources to develop techniques of his own.
- ► Make greater efforts to prosecute people apprehended. Laws against theft have little deterrent effect if they are not enforced.
- ► Take an interest in improvement of prosecuting and court processing systems.
- ► Stop serving as a "fence" for stolen merchandise. The incidence and interaction between illicit supply sources and the business population is significant. Without a ready outlet, volume thefts become more difficult and less profitable.
- ► Collect more precise data on the extent and types of crimes against business;
- ► Assist appropriate public and private units actively working for crime prevention; and
- ► Set up strict accountability systems for all goods; don't let items move between two or three people with no one specifically responsible for them at every step.

reached 8 to 10 percent. Increasingly, stores are singling out inventory theft as the major factor in a downturn of profits.

While shoplifting is often considered the most serious problem for retail establishments, many observers believe that, because of the reluctance of businessmen to admit the magnitude of their employee theft problem, that figure is seriously understated. Some believe that employee theft accounts for substantially more loss than shoplifting.

An official of a large security firm recently estimated that shoplifting accounted for only 25 percent of retail inventory shortages, while employee theft accounted for the rest. Despite this, retailers continue to concentrate their anti-crime effort on combating shoplifters.

"It's amazing how many people hire workers with no background check whatever," reports James Kingsbury, who coauthored the report. "Businessmen should also realize that often the guy who's been working for you for 20 years is no more trustworthy than the man you just hired."

Stealing frequently occurs in receiving, shipping, delivery and mail order departments. It is practiced by some salespersons who underring registers and pocket the difference, or who undercharge their friends or accomplices. Executives may juggle books or pad payrolls, and buyers may demand kickbacks or expensive gifts from suppliers. It is impossible to compile a complete catalog of the schemes practiced by dishonest employees, the study concludes.

Kingsbury also distinguishes between those who steal for their own use and those who resell their loot in order to support a drug habit or pay off a loan shark. "The girl who slips a 45rpm record under her coat may never steal again. She's an entirely different problem than the thief who specializes in high cost items that he can steal in quantity and peddle to a fence," he says.

Manufacturing

A Presidential Commission concluded that in 1965 there was no real information available on crime against manufacturers, and this is still largely true today. Commerce estimated the cost of this crime at $2.6 billion in 1973, and rising to $2.8 billion this year. Factors involved include:

- The nature of the product—its value, size, utility and transportability. Firms making smaller, high value consumer items are believed to suffer more heavily.
- The types of tools used—for example, automobile makers are highly automated and suffer very little in this regard. However, auto repair garages often have to restock their tool inventory several times per year.
- The degree of plant security and employee screening—defense industries have much less employee theft for these reasons.

HE'S ON THE ALERT—*This posed photograph demonstrates one of shoplifters' favorite techniques for stealing records . . . sliding them into a daily newspaper. It takes equal vigilance by store owners to minimize shoplifting losses.*

The impact of thievery on wholesalers also varies according to the nature of the product being handled. Losses in this area, estimated at $2.1 billion for 1974, are almost entirely attributable to employees, since non-employees are excluded from areas where the merchandise is stored.

Restaurants, hotels, and hospitals and other service organizations are estimated to have lost more than $3 billion from ordinary crime in 1973. A good bit of this consists of employee theft of items such as cutlery, food, liquor, silver, linen, and similar articles.

However, a *New York Times* survey also reported that one out of every three hotel and motel guests steals something during his stay. A total of 4,580 copies of the Bible were required by New York hotels during 1973 to replace those removed from rooms. Las Vegas is another city where Bibles disappear in large numbers.

Commerce estimates crime losses in the selected services area to total $3.5 billion this year.

In 1973, banks reported 2,974 instances of violation of the bank robbery statutes, consisting of robberies, burglaries and other larcenies. This figure is lower than the record level of 3,354 violations reported in fiscal 1971, but is in line with the steady, long-range rise in bank larcenies.

Internal bank crime is still rising. Over the past ten years crimes reported in this category tripled, while losses climbed from $14.1 million in fiscal 1963 to $135.6 million in fiscal 1973. Although most cases of internal theft involve small amounts, the number of cases in which the loss to the bank reached six figures is growing, and criminals are becoming bolder in their attempts to corrupt bank employees.

The fraudulent use of bank credit cards remains at a high level, although the increase in the loss rate has been slowed down through careful management and prudent issuance practices. It is estimated that bank credit card losses from all causes totaled $105 million in the third quarter of 1973, an annual rate of $420 million.

Transportation

Although transport industry association sources are considerably more conservative, the Senate Committee on Small Business has estimated total cargo theft to run around $1.5 billion annually. Of the current total, $900 million or 60 percent is due to truck cargo theft, $250 million is railroad cargo, $210 million is maritime theft losses, and $110 million is stolen air cargo.

Large-scale thefts such as truck hijackings could be reduced if retailers would refuse to buy liquor, cigarettes, clothing,

Economic Impact Of Crimes Against Business

(Estimates in billion $)

Type of industry	1971	1973	1974
Retailing	$ 4.8	$ 5.2	$ 5.8
Manufacturing	1.8	2.6	2.8
Wholesaling	1.4	1.8	2.1
Services	2.7	3.2	3.5
Transportation	1.5	1.7	1.9
Arson	0.2	0.3	0.3
Preventive	3.3	3.5	3.9
	$15.7	$18.3	$20.3

meat or other items, offered for cash at greatly reduced prices by unknown suppliers. Such bargains almost always involve merchandise stolen from some other businessman (or in some cases from the buyer himself).

Bad checks are another source of substantial losses for airlines. Approximately two-thirds of airline ticket business is done by check. In a ten-month period, United Airlines accepted bad checks totaling $2.2 million. American Airlines reported a loss of $2.3 million during the same period. Incomplete information indicates that total industry losses from bad checks are at least $7 million, although some industry authorities feel this figure is far too low.

The National Fire Protection Association estimates that losses due to incendiary fires and those of "suspicious origin" amounted to $206 million in 1970. This is estimated to have risen to $300 million in 1973 and should be about the same in 1974. Most of these fires were associated with educational and commercial buildings.

Prevention

A recent investigation of private preventive measures conducted by the Rand Corporation for the Justice Department shows that the costs of private crime prevention in 1969 were over $3.3 billion. Of this, $800 million was spent for equipment such as locks, iron grills, deterrent lighting, TV systems and mirrors. The remaining $2.5 billion went for services, of which $1.6 billion represented costs of special police and in-house guards. Also included was $620 million for private contract guards, $123 million for armored car services, and $120 million for central alarm systems.

These stepped-up security measures have resulted in marked crime drops in some cities. Los Angeles, for instance, had 15 percent fewer office burglaries in 1972 than the previous year. A Washington, D.C., department store reported a significant drop in its inventory shortage after expanding its security force to more than 150 people. A Columbus, Ohio, store reported similar results from a crackdown on shoplifters; but its internal theft remained at about $2,000 per day.

The growth of numbers of personnel in private security has not been accompanied by adequate training programs. Many security guards receive no training before being put to work, and some guards with pistols are given no firearms training at all. Over half of the guards in one survey never entered high school and only 18 percent completed high school. Unless better training is provided, a rising number of lawsuits associated with private security acts such as false arrests, bodily injury and property damage can be expected.

Although businessmen are spending over $3.5 billion in private prevention efforts, there are indications that these efforts may be too passive. For example, insurance representatives claim that businessmen often take minimal precautions against robbery and burglary once they are insured.

Businessmen should start to view crime just like any other component of business cost, Lynch says. Crime losses are costs. Cutting crime losses should receive the same sort of constant aggressive attention devoted to cutting labor costs, facility costs or any other costs that sap profits.

Some of the more crime-conscious businessmen advocate a massive, nationwide public relations campaign to alert their fellow businessmen and their customers alike as to the criminality of shoplifting and employee theft, and that it results in higher prices for everyone.

In an effort to improve federal efforts to measure and reduce the impact of crimes against business, the Department of Commerce has established an Interagency Committee to assess the impact of crimes against business.

The Committee includes representatives from the Department of Justice, the Department of Transportation, Treasury Department, the Federal Deposit Insurance Corporation, Federal Reserve Board, Securities and Exchange Commission, and Small Business Administration.

A Sub-Committee on Data Improvement, involving members from Commerce, Internal Revenue, and Justice is seeking out the gaps in federal data collection on business crime. After plugging these gaps, the group expects to issue publications which will show businessmen preventive techniques which have proven effective in their fields.

Of more immediate assistance, Congress has authorized Federal crime insurance through the Department of Housing and Urban Development in those states where other crime insurance is not readily available. The federal program is now available in the States of Connecticut, Delaware, Florida, Illinois, Kansas, Maryland, Massachusetts, Missouri, New Jersey, New York, Ohio, Pennsylvania, Rhode Island and Tennessee, and the District of Columbia.

The Federal Insurance Administrator conducts a continuing nationwide review of the market availability situation and if a critical problem is found in additional states, which is not being resolved at the state level, such additional states will be designated as eligible for the purchase of federal crime insurance.

The program has minimum protective device standards which must be complied with as a condition of eligibility for insurance and payment of claims. To help businessmen understand the requirements in the commercial application, a new inspection procedure enables them to confirm that their stores meet the requirements. Commercial burglary requirements provide that doorways or doors and accessible openings meet the program's standards of protection during nonbusiness hours. An alarm system is required for some businesses exposed to a particularly high degree of risk. There are no protective device requirements in the case of commercial policies which insure against robbery losses only.

The federal crime insurance policies do not cover mere disappearance of property, shoplifting, inventory shortages, or embezzlement. In cases of burglary there must be signs of an entry by force, evidenced by visible marks upon, or physical damage to, the exterior of the premises at the place of entry.

Rates for federal crime insurance are required by statute to be affordable. Furthermore, they are established on a metropolitan-wide basis so that residents and businessmen in urban areas are not charged higher rates than those in the suburbs. Commercial rates vary depending upon the type of store, its annual gross receipt, and options of insurance applied for. Policies cannot be cancelled because of losses.

Hijacking studies

The Department of Transportation has initiated a series of studies of pilferage and hijackings of cargo from over-the-road carriers. The publications suggest methods for improving terminal and on-the-road security, tracing specific trucks and cargoes, and accurately measuring losses from cargo theft, and describe in detail successful loss-reduction programs. A list of publications is available from the Department of Transportation, which also administers anti-hijack safeguards.

But no matter what the means employed, and no matter how many agencies join the effort, the final solution to the problem of crimes against business lies with the businessman himself.

Energy Management Digest

TRAVEL INDUSTRY THANKS FORD...Vice President Gerald R. Ford was honored recently for his role in helping to preserve a prospective casualty of the energy crisis, the travel industry, from disaster. At a time when travel was being called unpatriotic in some circles, Vice President Ford said, "I happen to be a firm believer that tourism is a most important factor in the U. S. as well as throughout the world. It must not be looked upon as a frivolous activity that is pleasurable but expendable. It is an essential part of our national financial picture...We must make every effort to protect it." In ceremonies at the Executive Office Building, Ford was presented with a special Citation of Appreciation by William D. Toohey, president of Discover America Travel Organizations. "Tourism," Toohey declared, "is a $61-billion a year industry sustaining the employment of four million persons and paying $4-billion a year in local, state and federal taxes. The Vice President played a major role in convincing the nation that the industry is neither frivolous nor non-essential."

DISADVANTAGED GET BREAK...Socially or economically disadvantaged small contractors have been granted a partial class exemption from Federal Energy Administration petroleum allocation and price regulations. The exemption applies to those firms awarded 8(a) contracts prior to January 15 and which still were qualified Small Business Administration contractors for the sale of petroleum products to federal agencies and instrumentalities. The firms are permitted to complete their contracts and to renew them for one year after expiration, provided SBA certifies the necessity to FEA. Under the 8(a) program, named for the section of the Small Business Act authorizing the activity, SBA serves as prime contractor for federal goods and services and subcontracts them to socially or economically disadvantaged small firms.

A LITTLE FORESIGHT...When planning new homes, Americans are urged by FEA to limit window areas to ten percent of the floor area, or less. In cool climates, minimize the amount of windows installed in the north wall where no solar heating gain is possible in winter. In warmer climates, put the largest number of windows in the north wall to cut the summer heat gain from the sun. Windows should open so that natural ventilation can maintain comfortable indoor temperatures during moderate weather, and should employ heat reflecting, heat absorbing, or double-paned glass. When buying new water heaters, select a unit with high energy efficiency and thick insulation in the shell. Set water heater at 110 degrees Fahrenheit; higher temperatures aren't necessary and the lower setting will reduce heating bills. Wash clothes in cold water, with cold water detergents. If everyone stopped laundering with hot water, the national fuel saving would amount to about 160,000 barrels of oil per day, and each household's gas or electric bill would be reduced by about 4 percent.

SAVING HYDRAULIC FLUID...Many contractors and heavy equipment operators could use less hydraulic fluid and reduce maintenance expense, according to engineers at Mobil Oil Corporation who have been working with contractors on problems created by shortages of petroleum products and hydraulic oil. Their three-point program includes: (1) Use high quality, long life hydraulic oil: modern hydraulic fluids are designed and compounded for long life. Rather than changing on a calendar basis, look into extending service with the approval of lubricant supplier and equipment manufacturer. Running time meters can help. (2) Keep fluid in systems by preventing leaks: when equipment is down for periodic maintenance, check the hydraulic system for leaks. Train mechanics to use the proper seals and hoses and to keep them tight. Keep records of hydraulic oil added, as a means of detecting leakers. (3) Control contamination: watch systems' operating temperatures--excessive heat can cause buildup of oxidation products and increase viscosity. Keep dirt out of systems by using clean containers for topping up and by replacing breather filters periodically. On-site hydraulic testing kits can determine contamination level and help indicate if filters are working properly.

Footballers Uncover Record Crop Of Minority Managerial Trainees For U.S. Business

Fifteen National Football League players have teamed up to put a new entry in the record book: a single season total of at least 1,770 management training jobs found for minority college students through Commerce's Business Management Fellowship Program.

The number of jobs obtained exceeds by more than 75 percent the goal of 1,000 jobs set at the start of the effort last February.

This impressive achievement was announced at recent ceremonies honoring the players by John K. Tabor, Under Secretary of Commerce, who estimated that the students would receive $12,390,000 during four years of vacation employment toward defraying their college expenses.

The jobs were signed up under the Business Management Fellowship Program, which is conducted by Commerce's Office of Minority Business Enterprise (OMBE) to help minority youth to go to college who wish to do so and who lack the means.

Under the program, a student works for a firm during college vacation periods, and when he graduates he can move into employment with the company. To be eligible for a fellowship, students must be in the top ten percent of their high school graduating classes. They must plan to attend college and have financial need.

Learn various jobs

The students are selected for fellowships by their high schools, and will work for the firms providing the jobs during the summer and all other vacation periods. The work pattern calls for rotation of their work assignments so that they will have experience in a variety of jobs, beginning with the simple tasks and moving on to the more exacting. By the time they finish college they will have a well-rounded training for management positions. For example, it is explained, a student may work behind the cash register at the outset of his vacation work experience, and then move into a job in sales or accounting.

The program was initiated by the Commerce Department in 1967 when Francis X. Seymour, Chief of the Operations Division of the Office of Personnel, brought 14 disadvantaged students to work at the Department. By 1972, 1,000 students had participated in the program and the Civil Service Commission had adopted the plan in a Federal Fellowship program for government-wide use.

The 1,770 jobs signed up in this year's effort represents the second season for the Business Management Fellowship project. The jobs are scattered among 165 business firms in all parts of the country. In the 1973 effort, the 15 football players obtained 508 jobs for minority college students from 100 firms. Thus there are now more than 2,200 young men and women enrolled in the program. Their total compensation for four years of vacation employment is estimated at nearly $16 million. The cost to the Federal Government for salaries and expenses for the operation of the program is about $150,000 a season.

"Dollar for dollar," Tabor said, "the Business Management Fellowship concept yields one of the best returns on the federal investment that I know of, and we intend to match our 1974 record again next year."

Primary participants among those providing jobs this year and the total number of jobs which they are providing include the following:

Sears, 300; New Orleans Recreation Department (NORD), 100; Southwest Bell, 78; Allegheny County, Office of Manpower, Pittsburgh, 60; Lucky's Store, San Francisco, 50; Kroger Food Stores, 42; IBM, 36; Montgomery Ward, 32; Hecht's, Washington, 30; Northrop Corporation, 27.

In signing up jobs for college students, Joe Profit of the New Orleans Saints led all of the football players with 308. The other three leaders, in the following order, were: Jimmie Jones of the St. Louis Cardinals, 249; Jon Staggers of the Green Bay Packers, 236; and Jim Harris of the Los Angeles Rams, 187.

Other players who participated in signing up jobs were: Mack Alston, Houston Oilers; Bob Bell, Detroit Lions; Ed Bell, New York Jets; John Bunting, Philadelphia Eagles; Clarence Ellis, Atlanta Falcons; Tim Foley, Miami Dolphins; Mel Holmes, Pittsburgh Steelers; Dave Lewis, Cincinnati Bengals; Cal Snowden, San Diego Chargers; Eric

WHAT IT'S ALL ABOUT—*Jon Staggers, who was in the running for the "Most Valuable Player" award in OMBE's Business Management Fellowship Program, chats with a group of California high school seniors about the program. Staggers, who plays for the Green Bay Packers, was assigned to the San Francisco area.*

Washington, St. Louis Cardinals; and Robert West, Kansas City Chiefs.

The Business Management Fellowship was handled for the NFL by former Baltimore Colt all-pro Buddy Young, now assistant to NFL Commissioner Pete Rozelle. Young, who recruited the players for the task, said he chose the younger players in the league who could use the money and who had the enthusiasm and salesmanship to do an effective job.

Tabor and Alex Armendaris, Director of OMBE, said that although the football players were now leaving the program, the OMBE staff people were already beginning to lay the groundwork for the 1975 Business Management Fellowship drive.

Armendaris said that the staff at the OMBE regional and field offices is taking over the management of the fellowship program as the new students come on board at business firms for their first summer in the program.

Tabor recalled that when President Nixon established OMBE he called upon the agency "to be the catalyst in a federal-private partnership to accomplish one goal—to assist minorities in gaining full opportunity to participate in the economic mainstream as owners and managers of business.

"The men whose efforts we salute today . . . certainly fit the President's description of what OMBE should be and what it should try to accomplish. . . .

"The Business Management Fellowship Program meets the President's definition of requirements for a number of reasons.

"First, this is not another 'make-work' program for youth which is being imposed on the private sector by the Federal Government. It is not a 'one-shot' deal.

"Its purpose is to create a generation of minority business managers and specialists. It involves bright, disadvantaged youth who have the potential to advance in private industry.

"The program is free of government involvement and is financed by participating companies. OMBE, the catalyst, simply invites the private sector to voluntarily join in a quality program patterned after a government one which has worked successfully for the past six years. It is an offshoot of that program developed by the Commerce Department's Office of Personnel. . . .

"Second, the program sells because it has something to offer both the businessman and the student. The businessman gets a top-notch vacation employee over four consecutive years. At the end of that time, he has a college-educated professional who knows him, his firm, and its practices.

"For the student, a Business Management Fellowship means access—an open door of opportunity to a career in the business world. A more immediate benefit is that it removes the burden of seeking a job each vacation in order to meet the expenses of his education."

Revisions Cut Paperwork For Defense Procurement

The Commerce Department has revised several regulations and orders in an attempt to simplify procurement by defense industries.

Commerce's Office of Industrial Mobilization, acting under authority of the Defense Production Act of 1950, has amended the basic rules of both the Defense Materials System (DMS) and Defense Priorities System (DPS), as well as DPS orders affecting metalworking machines and nickel.

Originally issued as proposed rules in the Federal Register of October 1, 1973, the changes incorporate certain comments received from industry, government and interested associations. They apply to procurement for the nation's military, atomic energy and space programs.

The regulations set forth rules for assuring acceptance and performance of defense orders and contracts in preference to other commitments. The changes represent the second major revision of the priorities and allocation rules since they were established during the Korean conflict. They are designed to reduce paperwork for defense contractors while assuring the continued timely delivery of materials, products and components they require to meet national defense needs.

All contractors and suppliers for production, construction, and research and development for military, atomic energy and space programs must identify their national defense purchase orders as such. Properly identified national defense orders must be given preference in acceptance and delivery over non-defense orders by the suppliers who receive them.

Rules for 'controlled materials'

DMS Regulation 1, in general, provides the rules and procedures relating to the authorization of defense programs and for obtaining and using priorities by defense agencies and contractors in procuring "controlled materials" (steel, copper, aluminum and nickel alloys).

DPS Regulation 1 covers all other materials.

Among other things, the changes require defense contractors to use their inventories first in filling defense orders and prohibit discrimination against defense orders with respect to prices and terms of sale. The definition of metalworking machines has been revised, and suppliers are permitted to reject certain types of rated orders for nickel if received less than ten days before the month in which delivery is requested.

A provision has been added to each of the affected regulations and orders expressly authorizing appeals from adverse decisions of the Bureau of Domestic Commerce to the Department of Commerce Appeals Board.

Numerous other changes are contained in the revised regulations and orders, which should be studied by all national defense contractors and their suppliers.

Copies of the revised items may be obtained from Commerce District Offices or from the Office of Industrial Mobilization, U.S. Department of Commerce, Washington, D.C. 20230.

The changes were published in Part II of the Federal Register of June 25, and became effective July 1.

New Consumer Items Under Discussion At Standards Conference

Some significant consumer items were on the agenda when the National Conference on Weights and Measures began its 59th annual meeting this week at the Shoreham Hotel in Washington, D.C.

Questions due for discussion and action at the week-long meeting sponsored by the Commerce Department's National Bureau of Standards include:

► Selling eggs by weight instead of by count.

► Introducing a three-quart container for milk.

► Adopting model state regulations for precooked food such as that served in "fast food" carryouts.

► Insuring uniformity in unit pricing.

Weights and measures enforcement officials on the state, county and municipal levels, who make up the membership of the National Conference on Weights and Measures, use the annual meeting to exchange ideas and information with representatives of business, industry, trade associations and consumer groups.

Although model regulations developed by the conference do not have the force of law, they serve as the basis for laws and regulations in various state and local jurisdictions.

Conversion to the metric system of weights and measures will also be highlighted at the annual meeting. These discussions will include consumer as well as industry viewpoints.

Dr. Richard W. Roberts, director of the National Bureau of Standards, serves as president of the National Conference on Weights and Measures.

Fewer Americans Vacationing Abroad, More High Spenders Coming To U.S. May Cut Travel Gap Again In '74

A decrease in the number of Americans traveling abroad and an increase in foreign visitors to the U.S. from countries with high per capita tourism spending could result in a decrease in the nation's travel deficit in 1974, if the present trend continues.

This prediction was made recently by the United States Travel Service (USTS), the Commerce agency which is the national tourism office.

The U.S. "travel gap"—the difference between the amount spent by Americans traveling in other nations and the amount spent in the United States by international visitors—may decrease in 1974, for the second year in a row.

May drop $400 million

USTS statistical analyses indicate the travel deficit could be reduced from 1973's $3.1 billion to an estimated $2.7 billion in 1974. The estimates are based on studies of tourism arrivals and departures and spending patterns during the first four months of 1974.

The forecast assumes a 1.8 to 3.5 percent growth in the number of international visitor arrivals, an 8.1 to 12 percent growth in dollar earnings, and a 5 to 10 percent decrease in the number of Americans traveling abroad.

The study revealed the following trends:

- During the first four months of 1974, the estimated total number of arrivals to the United States from all foreign countries reached approximately 3.6 million, representing a 1.5 percent decline from the same period a year ago.
- However, overseas arrivals (excluding Canada and Mexico) increased by more than 17 percent over the comparable period in 1973. Of the top ten overseas generators of visitors to this country, Japan ranked number one with more than 283,000 arrivals. Japan also recorded the largest percentage increase in arrivals (45.5 percent). Arrivals from Europe, accounting for 38 percent of all overseas arrivals, increased 5.2 percent over the same four-month period in 1973.
- Visitor arrivals from Mexico reflected an increase of 12.3 percent.
- The major decrease in arrivals occurred in the Canadian market. Canadian arrivals, numbering an estimated 2 million, represented nearly a 12 percent decline from the same period in 1973. Automobile travel by Canadians decreased nearly 29 percent during the period, whereas air arrivals from Canada increased by 26 percent, reflecting a significant change in Canadian travel patterns to the United States.

Assistant Secretary of Commerce for Tourism, C. Langhorne Washburn, attributes the decline in Canadian automobile arrivals to concern over fuel shortages, but was optimistic that this trend will be reversed during the summer months as vacation arrivals reach a peak.

"Market studies in Canada designed to explore attitudes of travelers reveal that fuel shortage worries are beginning to be alleviated," Washburn said. "Barring any adverse developments in the energy situation as we approach the summer vacation season, we believe Canadian travel to the United States will begin to improve."

USTS is forecasting an 8 to 12 percent growth in dollar earnings from international visitors in 1973, bringing total receipts to $4.3-4.4 billion.

The differing growth rates between arrivals and expenditures reflects the increase in the proportion arriving from Japan and Mexico, where per capita spending is above the overall average, and a lesser proportion coming from the Canadian automobile market, which traditionally has had the lowest per capita expenditure.

American departures to other nations were estimated at 4.6 million during the first four months of 1974, representing a 6 percent decline from the same period in 1973.

American departures to overseas countries were estimated to have declined by 13 percent. American travel to Canada declined by some 4 percent during the period, while travel to Mexico actually is estimated to have increased by 10 percent.

Based on these figures, the total outflow of American tourists during 1974 could equal 22 to 23 million, about the same as the 1971 level of American travel abroad, rather than the 1973 total of 24.8 million departures. This reduction could decrease the total expenditures by Americans traveling abroad by between $26 million and $54 million. In 1973, Americans traveling abroad spent $7 billion.

Washburn said the initial forecast for a decrease in the travel deficit will be reexamined in late August, after some indication of the summer travel trend could be determined.

FOREIGN TOURIST — *Visitors from overseas to the United States increased by more than 17 percent during the first four months of this year. If this trend continues, the U.S. travel deficit should decrease by an estimated 13 percent in 1974.*

Radar Sound Tracking Technique Could Reduce Bird-Aircraft Collisions

Bird songs basically different from those heard in woodland trees promise to provide a highly important means of avoiding aircraft accidents. These songs are made, not by the throats of birds, but by the movement of their wings and bodies in flight.

John L. Green and Dr. Ben B. Balsley, researchers with Commerce's National Oceanic and Atmospheric Administration (NOAA), have found that the distinctive movements of bird species in flight produce unique echoes on doppler radar. These echoes can be plotted graphically for a visual "signature," or can be broadcast through a loudspeaker, to produce very unusual sounds.

Green and Balsley are with NOAA's Aeronomy Laboratory, one of the agency's Environmental Research Laboratories based in Boulder, Colo. With the help of Lt. Lloyd Thomas of the NOAA Commissioned Corps, they are putting their discovery to work, and are developing a doppler radar technique for identifying birds in flight. The results of their research may help air traffic controllers prevent dangerous collisions between birds and aircraft and also may be used to solve the mysteries of bird migrations.

Using a portable doppler radar system, the three researchers have been filming birds in flight at a lake near Boulder and synchronizing the visual images with the sound produced in doppler.

Measures relative movement

Conventional radar is already an established tool for tracking birds in flight. But it tells only the bird's position. To identify the species, an observer must locate his target visually.

Doppler radar, in contrast, can measure the bird's radial velocity, which is the rate at which it is moving toward or away from the antenna.

Electromagnetic waves reflected from a moving object undergo a change in frequency known as the "doppler shift." The amount of frequency depends on the velocity of the object. The doppler radar takes advantage of this phenomenon by bouncing waves of a known frequency off a target and measuring the frequency change of the reflected signal.

Green says a doppler bird identification system would be an invaluable aid to air safety. Birds often present a serious hazard to aircraft. One seagull can incapacitate a jet engine. The U.S. Air Force, which is funding the project, has lost millions of dollars worth of aircraft parts because of collisions with birds.

"We are convinced that with a doppler radar setup and a little training, air traffic controllers can learn to identify a flock of starlings or a goose near the airfield," Green says.

The Air Force, recognizing the potential for air safety, has provided a two-year contract for the project. Green, who heads the bird identification study, says it actually got its start about three years ago with Professor Warren L. Flock of the Department of Electrical Enginering. At the time, it was a NOAA-sponsored thesis project for the University of Colorado. Later on, Balsley and Thomas became interested and joined the research work.

Can identify species

More than the bird's velocity can be inferred by the use of doppler radar, Green explains. Each species of bird has a distinctive flight motion. Ornithologists have found that there is an inverse correlation between a bird's wing length, and thus its size, and the frequency of its wing beats.

Moreover, Green points out, large birds tend to flap their wings from the shoulder, while some smaller birds flex their "wrists" in flight. Some birds wiggle their tails. Others rhythmically move their necks. These differences in flight motions among bird species often are very subtle. At present, NOAA researchers can distinguish between ducks and geese, for example, but not between different kinds of ducks.

When the returning doppler signal is plotted on a graph, all the motions appear as a distinctive visual pattern. The bird's body produces a strong continuous signal which plots graphically as a horizontal dark line. The wing beats add thinner vertical lines, and each sway of the neck or tail wiggle adds a line or two to the total doppler fingerprint.

By hooking the radar receiver to a loudspeaker, the scientists obtain an audio readout in which the bird's body produces a steady whine and the wingbeats make a distinctive warbling sound.

The researchers have analyzed the signatures of eight bird species so far. Their one-kilowatt radar has a range of a mile and a quarter, and they have heard "geese" at a distance of about a mile.

Training film readied

The researchers are now concentrating on producing a training film that air traffic controllers and others can use to learn to recognize the sound made by a flock of geese, for example. A recently completed pilot film confirmed that the method is workable. Lt. Thomas says the most difficult task was synchronizing bird movements with the radar output.

The researchers hope to make a second film in slow motion, which should aid synchronization. They have been making observations several times a week to follow the northward migrations of birds and to add to their collection of bird signatures.

The NOAA scientists hope their research will eventually result in a catalogue of doppler fingerprints for various bird species. Though the primary aim of the study is to develop an airport safety device, the researchers believe doppler radar, combined with a catalogue of bird signatures, will help ornithologists map shifts in bird populations and track migrations with an accuracy that is impossible under present methods.

Balsley says that observations at night "are often limited to counting the number of birds flying in front of the moon. We think we can do a lot better."

Top U.S. Trade Show To Get Still Bigger; NBS Exhibit Planned

Chicago's biennial International Machine Tool Show, whose past performances have made it the largest U.S. trade exhibit, is expected to top its own record and fill the nation's two largest exposition centers at this year's Sept. 4-13 event.

Approximately 720 exhibitors from the U.S. and a score of foreign countries, including the Soviet Union, are scheduled to be represented. A total of 140 members of the National Machine Tool Builders' Association will have exhibits. Estimated attendance is 70,000.

Commerce's National Bureau of Standards will participate for the first time, with an exhibit featuring its two sections which are most directly involved with the metalworking industry—Dimensional Technology and Optics/Metrometrology.

The exhibit will be manned by NBS engineers, scientists, and technicians who will be equioped to discuss dimensional and surface finish measurement problems in the metalworking industry. Other areas of interest can be discussed directly with pertinent personnel at NBS-Washington through special telephone connections to be installed at the exhibit.

Total display area for this year's show is estimated at about a half-million net square feet or about 10 percent more than the record 1972 area of 450,000 net square feet.

A total of 300,000 square feet will be occupied at McCormick Place with 200,000 additional at the International Amphitheatre.

U.S. machine tools will occupy 225,000 square feet compared with 150,000 square feet to be covered by foreign-made products. Another 125,000 square feet will be devoted to accessories.

Write: National Machine Tool Builders' Assn., 7901 Westpark Drive, McLean, Va. 22101 (703-893-2900).

Industry Highlights

Shipbreaking Moves Help Alleviate Scrap Shortage

(Industry Highlights is prepared by the Office of Business Research and Analysis, Bureau of Domestic Commerce.)

In an effort to ease the domestic ferrous scrap shortage which has prevailed since early 1973, Secretary of Commerce Frederick B. Dent, as head of an Interagency Task Force he organized to resolve the shortage problem, announced last November 6 that surplus pier facilities of the U.S. Navy including Philadelphia, Pa., and Davisville, R.I., would be made available for lease to the shipbreaking industry.

This action followed a pattern set by Secretary Dent in May of last year when he directed the Maritime Administration to step up the offerings of obsolete merchant vessels for use as scrap. At that time the Maritime Administration was offering a total of about 60,000 tons a month compared to the 120,000 tons per month offered in May, according to James Owens, chief of Commerce's Materials Division.

Subsequently, in January of this year, the offering tonnage of domestic sales was reduced to 50,000 tons per month to be more in line with domestic shipbreaking capacities. From this source, sales for scrapping abroad are averaging about 50,000 tons per quarter.

Fair rental value

The piers were to be offered at fair rental value for use in scrapping surplus Navy and Maritime Administration vessels. Naval vessels were available for immediate sale at Philadelphia; Norfolk, Va.; Orange, Texas; San Diego and Vallejo, Calif.; Bremerton, Wash.; and Pearl Harbor.

"The surplus pier facilities are being offered in order to help alleviate the domestic ferrous scrap shortage and to help stabilize ferrous scrap prices," Dent said.

"Extensive consultations with the Institute of Scrap Iron and Steel, as well as Department of Defense officials, have made it clear that expansion of the shipbreaking industry and its capacity to convert surplus vessels into scrap are feasible only if additional pier facilities are made available along with the vessels."

The Secretary also noted that other surplus pier facilities at Orange, Texas, and Long Beach and Hunters Point, Calif., would also be made available as the Department of Defense offers additional ships for scrap sale from its surplus inventory of 300 vessels. The facilities at Orange and Long Beach have been leased, while the others are still pending due to special problems.

Thus, while the game plan to increase production was clear—many impediments to rapid implementation developed. For example it turned out that the water depth at the Philadelphia Navy Yard piers was only about four feet, and that a very expensive major dredging operation would be required. Further, since approximately $1 million in capital expenditures would be required to utilize most piers, industry looked very carefully at the terms of the pier leases, long-term ship availability, export control policy, pollution control regulations, the Occupational Safety and Health Act's regulations, Navy equipment available for leasing, projections of the scrap market, and other factors.

Presidential boost

In order to expedite the program, President Nixon issued an Executive Order on January 21 which stated in part: "Vessels of the Navy stricken from the Naval Vessel Register pursuant to section 7304 of title 10 of the United States Code, and not subject to disposition under other law, may be sold at public sale to the highest acceptable bidder, regardless of their appraised value, after being advertised for sale for a period of not less than thirty days. Moreover, if the bid prices received after advertising are not considered reasonable by the Secretary of the Navy, or his designee (either as to all or any part of a multiple ship advertisement), and he, or his designee, determines that readvertising will serve no useful purpose, such vessels may be sold by negotiation to the highest acceptable offeror: provided, that (1) each responsible bidder has been notified of the intention to negotiate and has been given a reasonable opportunity to negotiate; (2) the negotiated price is higher than the highest rejected price of any responsible bidder; and (3) the negotiated price is the highest negotiated price offered by any responsible offeror."

Further, Secretary Dent announced on January 8 an additional incentive to increase the production of ship scrap by domestic shipbreakers. Under this incentive 50 percent of the excess scrap produced in each quarter of 1974 above the level produced in the corresponding quarter of 1973 would be licensed for export over and above regular export quotas. The other 50 percent would be retained for use in this country.

Spurs 30% gain

The net result of these actions is that U.S. shipbreaking production will increase an estimated 30 percent in 1974. This will add to both the U.S. and world supply of high grade ferrous and nonferrous scrap. Further, it will increase employment and assist in reducing the inventory of excess MARAD and Navy vessels.

Despite these positive actions taken by the U.S. Government the supply of scrap remains tight and prices of ferrous scrap remain high. The mid-June composite price of No. 1 Heavy Melting Steel Scrap (average of prices at Pittsburgh, Chicago, and Philadelphia) has been around $115 per gross ton. This price compares with $141.67 on April 1 and $55 a year ago, when export controls were imposed.

In order to provide adequate supplies of scrap for domestic use, Secretary Dent announced on June 14 a proposal to set an export quota of 2.1 million tons for the third quarter, the same as for the first and second quarters. Continuing strong demand from domestic and foreign users makes it necessary to continue the quantitative controls on exports of U.S. ferrous scrap.

Calendar For Businessmen

July 9-10 — Houston — Consumer Products Safety Act: How To Protect Your Products From Liability seminar, Hyatt Regency House. Sponsor: Southern Methodist University School of Business Administration.

July 10-11—New Orleans—Consumer Products Safety Act: How To Protect Your Products From Liability seminar, Canal Street Marriott. Sponsor: Southern Methodist University School of Business Administration.

July 15-19 — San Francisco — First session of 4-part AMA Management Course, Westbury Hotel. For information, American Management Assn., 135 West 50th St., New York, N.Y. 10020.

July 18-20 — San Francisco — Real Estate Venture Analysis Workshop, Hotel St. Francis. Sponsor: Practising Law Institute. For information, Ms. Nancy B. Hinman, Practising Law Institute, 810 Seventh Ave., New York, N.Y. 10019.

July 22-26 — New York — First session of 4-part AMA Management Course, AMA Headquarters. For information, American Management Assn., 135 West 50th St., New York, N.Y. 10020.

Aug. 7-8 — Chicago — The First National Fund Raising Conference, Center for Continuing Education, University of Chicago. For information, Ms. Sandy Padrick, New York Management Center, Dept. 14-NR, 360 Lexington Ave., New York, N.Y. 10017.

Aug. 12-26—Norman, Okla.—National Industrial Development Institute, Univ. of Oklahoma. Sponsor: American Industrial Development Council. For information, Gerald E. Ruffin, Director. (405-325-1931.)

U.S. Mission Put $35 Million Boost In Foreign Investment Drive By Korean Government

Excellent prospects for U.S. firms . . . continuing strong interest by the host nation in attracting more American activity . . . a resultant surge of $35 million in the level of new investment by U.S. companies.

This was the kernel of the report brought back from Korea recently by 43 top-rank U.S. businessmen and bankers who participated in a trade and investment mission led by former Treasury Secretary David M. Kennedy.

Monsanto, a mission participant, plans its first Korean investment in agricultural chemicals. International Automated Machines, another participant, will manufacture food products for export from Korea. ITT has won approval to make sophisticated connectors for export to the world's aerospace and electronic industries. Swift plans a $20 million expansion to existing Korean fertilizer facilities.

International Harvester has a new licensee to produce its heavy equipment. Kaiser Engineers, in cooperation with a Korean partner, will design and build industrial plants. Intel, making semiconductor memories for computers, microcomputer products and electric watches, will set up a Korean subsidiary operation. Oak Industries has established a $1.6 million joint venture to produce phenolic and epoxy glass laminates.

The roll of mission members also had such company names as Corning, DuPont, Esmark, Continental Illinois, Citicorp, Chemical Bank, Bank of America, Morgan Guaranty, and First National Bank of Chicago. Marinus van Gessel, Deputy Assistant Secretary for International Commerce, accompanied the group.

Korean Government officials stressed their determination to maintain the favorable conditions which have attracted over $180 million in American investment: an abundant, literate, trainable and hard-working labor force; a growing domestic market; political stability and liberal incentives.

The range of investment incentives and guarantees includes: 1) a five-year exemption from corporate income tax, property tax and property acquisition tax, and a 50 percent reduction of these taxes for the ensuing three years; 2) exemption from many customs duties and commodity taxes on capital goods to be imported for investment purposes; 3) guaranteed remittance of profits, royalties and the repayment of foreign loans, and repatriation of invested capital after two years from the date when the foreign invested enterprise commences its business operations; and 4) permission to reinvest profits up to the amount of the original investment but in the same enterprise. (Approval must be obtained, however, if the amount of reinvestment exceeds the original capital outlay.)

The Korean Government is encouraging foreign investment in more sophisticated, capital-intensive and export-oriented industries, projects that involve the production of machinery, metallic or electronic products and aid in the development of the country's heavy industry and chemical sectors. Potential for U.S. investment exists in such diverse product areas as food processing, compressors, wire and cable, glass, heavy machinery and advanced electronic components. Although the government favors joint ventures with Korean partners, it maintains a flexible approach as to the degree of ownership by foreign firms.

Spurred by economic successes during the 1960's, Korea is now implementing an ambitious ten-year plan for the overall development of heavy and chemical industries. The long-term economic forecast for 1981 estimates a GNP of $18 billion and a total increased investment of $5.2 billion. Development of six key industries will be emphasized under the heavy and chemical industry plan: iron and steel, chemicals, machinery, shipbuilding, non-ferrous metals and electronics.

Korean officials reiterated that the implementation of these projects will continue, in spite of recent worldwide economic dislocations. The Mission spent a day at Ulsan viewing concentrated activities in

MISSION AT WORK — *The U.S. Trade and Investment Mission to Korea is received by President Chung Hee Park (left); director David Kennedy (second from left in photo above) leads his group at the Hyundai shipbuilding facility.*

shipbuilding and refining. Korea's goal is to become one of the world's ten leading shipbuilding nations. Plans call for building five or more large-scale shipyards.

Another high-priority project is the formation of an integrated machinery industry base in the Changwon industrial complex. This large complex will have plants manufacturing materials (bolts, nuts, bearings, gears, precision castings); general machinery (machine tools, molds and dies, sewing machines, agricultural and mining equipment); electric machines and appliances (power transformers, capacitors, household appliances); precision machinery (measuring, testing weighing equipment); and related industries such as plastics, rubber, glassware, painting and woodworking.

Korea's chemical industry has developed side-by-side with oil refining, fertilizers and cement industries. The large petrochemical industry complex in Ulsan will include a naphtha cracking center, 12 downstream plants and 13 synthetic fiber plants to meet increasing domestic and export demand. Plans call for the expansion of existing facilities at the Ulsan complex and the construction of a new industry complex in Yeosu-Kwangyang that will have a naphtha cracking center, a large-scale ammonia based fertilizer plant and other facilities producing industrial chemicals, chemical reagents and intermediates. Although present worldwide scarcities of essential raw materials may call for a modification in the short term, Korea views chemical industry development as a long-term necessity.

With the establishment of a 2,581-acre electronic component industry estate at the Kumi Electronic Zone, Korea has taken a major step to insure the continuing high growth in the electronics field. This industry has grown rapidly since 1966 with the number of manufacturers increasing from 53 to over 300 in 1973. Production has risen from $27 million in 1966 to $483 million in 1973. In 1973, 62 percent of production was exported. The Korean Government has designated the electronics industry as a strategic export industry and has adopted an extensive development program.

Free trade zones

In order to further induce foreign investment and promote export enterprises, the Korean Government establishd a free export zone in Masan and plans to construct additional zones. Among incentives offered to foreign firms operating within these free trade zones are: exemption from most Korean taxes; simplified administration procedures; a large, relatively inexpensive labor force; prime industrial estates with plentiful water and power; and the option of leasing government established facilities.

In addition, the Korean Government is endeavoring to reduce so-called red tape to a minimum and continually streamline administrative procedures for the inducement of foreign investments, the Mission was told.

IN PHILIPPINES—*During stay in Manila, U.S. building and construction mission member B. W. Renninger (left) of Conotech, Inc., talks with three Philippine businessmen interested in his industrialized housing components.*

Building Equipment Mission To Far East Stacks Up New Prospects For U.S. Sales

Opportunities for exports of U.S. building materials have improved recently, not only because of their better competitive position as a result of the two dollar devaluations but also because of the reduced ability of major competitors—such as Japan, Germany, and the United Kingdom—to supply, because of heavy backlogs of orders and limits on capacity.

This situation was confirmed by a recent Building Products, Construction Equipment, and Services Trade Mission to Hong Kong and the Philippines, where the U.S. businessmen found substantial new opportuni-

IN HONG KONG—*Mission member John H. Sheddan (right) of Pecora International Corp. explains his chemical specialties for buildings to interested businessmen.*

ties for U.S. sales, according to Frances L. Hall, director of the group. Keen interest was expressed by numerous local businessmen in the various American wares and services presented by the nine team members.

Sales on the spot and anticipated in the next 12 months totaled just under $20 million. Each of the business executives searching for agents or licensees found good prospects in both countries and anticipates agreements in the near future. In addition, prospects appear bright for long-term sales for those firms for which immediate exports or collaborative arrangements were not possible because of the technical nature of the products or the planning time required.

The mission products ranged broadly from architecture, urban design and planning as presented by an architectural firm to cranes and other construction equipment, industrialized housing components, chemical specialties for buildings, scaffolding and shoring products, and building equipment such as vinyl tile and water heaters.

Wide interest in housing

In both Hong Kong and Manila, many large construction projects are under way or on the drawing boards, and the quality and innovativeness of American products had broad appeal. In the Philippines, interest in housing was particularly widespread, and the mission found a warm reception from the Chamber of Real Estate and Builders Associations and the Subdivision Owners Association of the Philippines.

The team members had individual consultations with about 175 interested firms in each nation. In certain cases, interest in the products or services was so great that it was impossible for the executives to see all the local representatives who called for an appointment. "The apparent demand is overwhelming," said B. W. Renninger of Conotech, Inc., Santee, S.C., after his week in Manila.

Most of the participating exporters had not been exposed to these particular markets before, and were especially pleased with the reception. David T. LaRue, Gleason Equipment, Inc., Chicago, voiced the feelings of several other team members: "We feel confident that the contacts made will result in many more orders over the ensuing months."

Business members of the mission, in addition to those already named, were Roy E. Miller, General Electric Co., Louisville; Robert E. Morse (district manager, Singapore), J. I. Case Co., Racine, Wis.; John H. Sheddan, Pecora International Corp., Harleysville, Pa.; Jack D. Olshen, Olshen International, Inc., Miami, Fla.; John C. Robbins, National Floor Products Co., Florence, Ala.; Philip A. Walden, Safway Steel Products, Milwaukee; and Howard F. Elkus, The Architects Collaborative, Cambridge, Mass. Director Hall is with Commerce's International Trade Analysis Staff.

EXPLAINING DETAILS—*Attending meeting at USSR Ministry of Civil Aviation, mission members (from left) Robert P. Bennett, Alfred L. Stingl, and John H. Dykes describe their firms' equipment to two Ministry representatives.*

Broad Airport Expansion In East Europe Seen As Export Challenge To U.S. Firms

Programs to modernize and expand airports in Eastern Europe lured a recent U.S. trade mission to the Soviet Union, Poland, and Hungary, where the group found a potentially rewarding export challenge.

The USSR's long-range expansion program appears to be the largest in the world, representing construction of numerous major airports across the entire country as well as modernization of existing international airports, Mission Director Albert Jankowitz reports. One important factor, he says, is the Soviet expectation of hosting the 1980 Olympics with an estimated four million visitors for that event. In both Poland and in Hungary, airport expansion or new construction is under way or being planned. New runways, new terminals, and associated facilities are expected to be built.

Nine U.S. companies presented to decision makers a variety of systems and equipment used as ground support for aircraft—crash and rescue trucks, passenger bridges, baggage handling equipment, deicers, air traffic control systems, flight display consoles among others. The mission members discussed a broad range of business methods from sales to licensing to technical cooperation and joint ventures.

Doing business in these socialist countries is not without problems, however, Jankowitz points out, and the mission members discovered that locating the end user and the appropriate buying organization can be extremely complex. Many of the government officials visited stressed the importance of maintaining contacts and continuity of sales personnel during the development of potential sales. Mission member Robert P. Bennett of Cochran Western Corp. said after the group's return: "I believe that the most valued accomplishment for my firm was the experience of learning what it takes to introduce new products to new markets in socialist countries."

Mission activity by country

In Moscow, mission members were briefed by U.S. Embassy personnel in the new expanded Commercial Office adjacent to the Embassy. These officials stressed the difficulty in initiating appropriate contacts but emphasized the potential rewards for persistence. Mission participants met with members of both end-user industrial ministries, the Ministry of Civil Aviation, and the Ministry of Aviation Industry as well as the foreign trade organization responsible for buying aviation equipment, V/O AVIAEKSPORT.

In Warsaw, the U.S. Trade Development and Technical Information Office provided the meeting ground for technical and commercial discussions with Polish representatives of industrial and foreign trade organizations. The U.S. group talked with representatives of the Central Board of Civil Aviation, Aircraft Institute, Air Traffic and Airport Administration, LOT (Polish national airline), and both appropriate foreign trade enterprises, PEZETEL and POLSERVICE. There were also meetings with two accredited Polish commercial agents, POLIMAR and POLIGLOB.

In Budapest, the group met with the Hungarian Chamber of Commerce, which led to tours of the airport and subsequent meetings with the Ministry of Post and

Transportation, Civil Aviation and Airport Management Company, and Malev, the Hungarian National Airline. All of the mission members met with representatives of NIKEX, the foreign trading company responsible for aviation ground support equipment. In a departure from recent practice, the U.S. Embassy was the site for meetings with Hungarian officials.

At the trade mission wrap-up meeting, the members' consensus statement was:

"Despite the difficulties in locating the appropriate officials in these countries, the potential market is large enough to warrant continued marketing efforts."

The participating firms and their representatives on the mission were:

Cochran Western, Salinas, Calif., Robert P. Bennett; CONRAC Corp., Datex Division, Duarte, Calif., Robert J. Marmorstone; Howell Instruments, Inc., Fort Worth, Tex., John S. Howell; Jetway Equipment Corp., Ogden. Utah, John H. Dykes; Lockheed Electronics Co., Inc., Plainfield, N.J., William M. Creelman; International Technical Products, Washington, D.C., Willard Ortenberger and Max Flaxman; Sperry Univac, New York, Rudy Constantine; U.S. Airmotive, Miami Springs, Fla., Anthony E. Kruszewski; and Walter Motor Truck Co., Voorheesville, N.Y., Alfred L. Stingl. Mission Director Jankowitz and his deputy on the business tour, Maureen Smith, are with Commerce's Bureau of East-West Trade.

Washington's Official Trade Briefs

This article is another in a series of reports outlining actions by domestic, foreign, or international agencies affecting world trade, as compiled by the Legislative and Tariff Policy Division of the International Economic Policy and Research Staff's Office of International Trade Policy.

THE CONGRESS

Committee Hearings—Senate: The Committee on Finance has begun executive consideration of H.R. 10710, the Trade Reform Act of 1973. The Committee has held two markup sessions on the trade bill but work has been suspended while the Committee pursues other legislative tasks.

The Subcommittee on Multinational Corporations of the Committee on Foreign Relations is continuing hearings on U.S. multinational companies and their relationship to American foreign policy. The Subcommittee on Multinational Corporations is also conducting hearings on East-West trade.

Committee Hearings—House: The Subcommittee on International Trade of the Committee on Banking and Currency met for markup and approved for full committee action a clean bill in lieu of H.R. 13840, to further amend and extend the authority for regulation of exports.

Bills Reported: The Committee on Foreign Relations reported adversely, S. 1485, a bill to establish an International Commerce Service within the Department of Commerce and also reported without recommendation S. 1486, a bill to authorize the Secretary of Commerce to engage in certain export expansion activities, and for related purposes.

The Committee on Foreign Relations, in executive session, ordered favorably reported S. Res. 340, requesting an international negotiating conference in reference to the prices of wheat.

The House Committee on Ways and Means ordered reported favorably to the House H.R. 13370, to suspend until June 30, 1976, the duty on catalysts of platinum and carbon used in producing caprolactam.

The Committee on Banking and Currency ordered favorably reported to the House H.R. 15465, to provide for increased participation by the United States in the International Development Association and to permit U.S. citizens to purchase, hold, sell or otherwise deal with gold in the United States or abroad.

The Committee on Banking and Currency ordered reported favorably to the House H.R. 13839 amended, to authorize appropriations for carrying out the provisions of the International Economic Policy Act of 1972; and ordered adversely reported to the House H.Res. 774, declaring the sense of the House with respect to a prohibition of extension of credit by the Export-Import Bank of the United States.

Bills Passed: The Senate passed H.R. 8215, providing for the suspension of duty on certain copying shoe lathes until June 30, 1976. The House agreed to the Senate amendments to H.R. 8215, clearing the measure for the President.

New Legislation: Since the opening of the 93rd Congress, some 630 trade and related bills have been introduced. Legislation not previously reported in the Trade Briefs column includes S. 3526, to prohibit importation into the United States of certain meat and meat products; S. 3575, to amend the Fishermen's Protective Act of 1967 in order to authorize the President to prohibit importation of any products from a country whose nationals are conducting fishing operations in a manner which diminishes the effectiveness of an international fishery conservation program; S. 3660, to amend the Export-Import Bank Act of 1945, as amended; S. 3674, to provide for thorough health and sanitation inspection of all livestock products imported into the United States, and for other purposes.

Also, H.R. 15033, to amend the Export Administration Act of 1969 to prevent exportation and reexportation of American products, including technology, capital equipment, scientific accomplishments, and agricultural commodities to nonmarket economies and unfriendly nations, and to prevent exportation of such products by American subsidiaries operating abroad to non-market economies and unfriendly nations; H.R. 15117, to amend the Tariff Schedules of the United States to allow containers for certain petroleum products and derivatives to be temporarily imported without payment of duty; H.R. 15132, to amend the Export-Import Bank Act of 1945 to establish a minimum interest rate for loans to non-market economy countries by the Export-Import Bank; H.R. 15311, to provide for increased participation by the United States in the International Development Association, and for other purposes; H.R. 15436, to suspend for a 3-year period the duty on steel strand for pre-stressed concrete; H.R. 15477, to establish a National Commission on Supplies and Shortages; and H.R. 15543, to terminate suspension of quotas on meat imports and for other purposes.

TARIFF COMMISSION

Recommendation: The Commission has recommended to the President that import quotas on wheat and milled wheat products fit for human consumption should be suspended July 1, 1974—June 30, 1975. The Commission found that the quotas could be suspended during that period without interfering with programs for wheat of the U.S. Department of Agriculture or without reducing substantially the amount of products processed in the United States from domestic wheat within the meaning of section 22.

Adjustment Assistance — Workers: The Commission reported to the President that certain workers of Capitol Footwear Corp., Worcester, Mass. **(men's footwear)** do not meet the requirements of the Trade Expansion Act (TEA) of 1962 to apply to the Department of Labor for adjustment assistance.

The Commission reported to the President that certain former workers of Westland Shoe Corp., Biddeford, Maine, a wholly owned subsidiary of Standard Prudential Corp., New York **(footwear for women)** are eligible to apply to the Department of Labor for adjustment assistance.

Adjustment Assistance—Firms: The Commisison reported to the President that Capitol Footwear Corp., Worcester Mass. **(men's footwear),** is ineligible to apply for adjustment assistance.

Section 337 (Unfair Import Competition): The Commission recently initiated three investigations based on complaints by firms alleging unfair methods of competition and

unfair acts in importation of several products. Those firms filing complaints were Pfizer, Inc., New York **(doxycycline)**; Ajac Glove Corp., Ellicott City, Md. **(golf gloves)**; W. L. Gore & Associates, Inc., Newark, Del. **(unsintered polytetrafluorethylene)**.

The Commisison has dismissed two preliminary inquiries **(certain fluid logic controls)** and **(variable displacement flower holders)** without determination of their merits.

On the basis of submissions and other reasons, the Commission dismissed the complaint and terminated its investigation without a finding on **certain disposable catheters and cuffs therefor.**

A public hearing will be held by the Commission July 25 in Washington, D.C., in connection with its preliminary inquiry on **preset variable resistance controls.** The hearing is being held to allow the complainant opportunity to show cause why the complaint should not be dismissed and the preliminary inquiry terminated.

Investigations—Workers: On the basis of a petition filed under section 301(c)(2) of the TEA of 1962, the Commisison has opened an investigation on the effects of imports on former workers of the Brunswick, Maine, and Rollinsford, N.H., plants of the Auerbach Shoe Co., Boston, Mass. **(footwear for women)**.

Dumping Cases: The Commisison notified the Secretary of the Treasury that an industry in the United States is not being or is not likely to be injured or is not prevented from being established, by reason of imports from West Germany of **regenerative blower pumps** sold at LTFV. Special dumping duties will not be imposed.

OTHER AGENCIES

Treasury—Countervailing Duty: Issuance of a countervailing duty order on imports of **die presses** from Italy has been announced by the Treasury Department. The action was taken pursuant to Section 303 of the Tariff Act of 1930. Under this section the Secretary of the Treasury is required to assess an additional duty equal to the amount of a "bounty or grant" paid or bestowed on merchandise imported into the United States.

Treasury—Dumping Cases: The Treasury Department has announced initiation of antidumping investigations on imports of **electric golf cars** from Poland and **lock-in amplifiers** from the United Kingdom. Lock-in amplifiers are electrical instruments used to accurately measure the in-phase of the quadrature component of electronic signals.

Dumping findings with respect to **picker sticks** from Mexico have been announced by the Department. The Department has determined that picker sticks from Mexico were being sold, or likely to be sold, at less than fair value within the meaning of the Antidumping Act of 1921.

The Assistant Secretary of the Treasury announced a tentative negative determination in the antidumping investigation of **paper-making machinery** from Canada and a final discontinuance of the investigation of **photo albums** from Canada. The Treasury Dept. announced a modification of a dumping finding on **potassium chloride** from Canada terminating the application of dumping duties on imports from the Potash Co. of Canada, Ltd.; Potash Co. of America; International Minerals & Chemical Corp.; CF Industries, Inc.; and Kalium Chemicals, Ltd.

The Department also announced a modification of the dumping finding on **ceramic wall tile** from the United Kingdom exempting imports of Pilkington's Tiles Sales, Ltd. from the dumping duty.

The Department announced a withholding of appraisement on **tapered roller bearings** from Japan pending a determination as to whether they are being sold at less than fair value within the meaning of the antidumping Act of 1921.

U.S.-Soviet Cooperation Pact Signed

President Nixon and General Secretary Brezhnev, during the recent summit meetings in Moscow, concluded a long-term agreement between the United States and the USSR to facilitate economic, industrial, and technical cooperation. The pact, signed on June 29, is consistent with the U.S. objective of encouraging the longer term expansion and more balanced growth of U.S.-Soviet trade.

The agreement, to remain in force for ten years, establishes a broad framework for exchanging information and views on important economic undertakings between the two countries, and for encouraging discussions on potential cooperative projects between private U.S. firms and Soviet foreign trade and other organizations. Although similar in substance and intent to other long-term economic cooperation agreements concluded by many Western industrial nations with the Soviet Union, provision in the U.S. agreement with the USSR for an annual exchange of economic information and for a series of business facilitation measures are believed to be unique in agreements of this kind. The Joint U.S.-USSR Commercial Commission, established pursuant to the communique of May 26, 1972, will monitor implementation of the agreement.

The long-term agreement is intended to complement the agreement on trade concluded by the United States and the Soviet Union on Oct. 18, 1972. The long-term agreement does not represent any change in the existing system of carefully screening all transactions to ensure that American goods and technology will be exported solely for peaceful purposes.

International Trade Briefs

UN Report: The United Nations' Group of Eminent Persons has just completed its final report on the impact of multinational corporations (MNC) on development and international relations. The report calls for increased national and international controls over MNC operations through the establishment, within the UN, of a Commission on MNCs, an Information and Research Center on MNCs, and a General Agreement on MNCs, including a code of behavior for both companies and governments. The report also contains detailed guidelines for action in special areas, such as transfer pricing, taxation, the use of tax havens, labor and employment, competition, and corporate disclosure.

International Monetary Fund: The so-called "Committee of Twenty" met in Washington on June 12-13 for its final session and issued its final report. Officially known as the Committee of the Board of Governors of the International Monetary Fund on Reform of the International Monetary System, it had been created two years ago to blueprint a comprehensive reform program. However, recent events, including those related to the worldwide inflation and energy situation, made it clear that the program sought could not be agreed on for some time, leaving the Committee no choice but to end its work at this time. In its final report, the Committee settled on a group of measures to be taken immediately, and reviewed the elements of reform that call for further study and action.

Among immediate measures proposed are adoption of a new method of valuing Special Drawing Rights, guidelines to manage floating exchange rates during the present extensive floating, and a new facility to help needy members meet oil import costs.

U.S. Firms To Send Catalogs For Display At Poznan Fair

Poland will hold its annual major consumer goods fair at Poznan Sept. 22-29. The U.S. will be officially represented by a business development office featuring the packaging, textile machinery and food processing industries, staffed by three industry experts and equipped with firms' catalogs.

Companies in the targeted industries are invited to send catalogs for display to: Bureau of East-West Trade, Room 4821, U.S. Department of Commerce, Washington, D.C. 20230.

Trade Fairs, Centers

Analytical Instrument Seminars In Colombia, Brazil Spark U.S. Sales

Important sales resulted for U.S. analytical instrument makers as capacity audiences were attracted to technical seminars recently in Brazil and Colombia. Participating firms, five of them new to the markets, expect sales of about $1.75 million in the next year and they took immediate orders for $154,000 worth of equipment.

Key executives and technicians from the petroleum, petrochemical, paper, steel and food industries of the two countries attended. Less than 15 percent of the needed instruments in Brazil are produced locally; virtually none in Colombia. Both countries are moving up the instrument scale in both total use and sophistication of applications. The U.S. has achieved about 45 percent of the instrument market for both countries in recent years.

Participants in the Analytical Instrumentation Technical Sales Seminar were: Chairman, Dr. John K. Taylor, National Bureau of Standards; Frank Bauer and Richard Davis, Hoke International; Charles Kimbell and Sybil Kimbell, Houston Atlas; Charles Blethen, Modern Controls; Bruce Taylor, Texas Nuclear; Hubert Lando, Jr., Hubert Lando, Jr., Inc.; and Sven T. Midtgaard, Gelman Instruments Co.

U.S. Firms Invited To Exhibit In Korean Electronics Show

The Korea Fine Instruments Center, a government agency, welcomes American participation in the 5th Korea Electronics Show in Seoul on Nov. 26. The exhibition will include newly developed products, components, appliances and related equipment. The show also offers an opportunity for U.S. companies to identify potential Korean licensees and joint-venture partners.

Further information is available from: Korea Electronics Industry Information Office, 1212 Avenue of the Americas, Room 2305, New York, 10036; telephone 212-765-7310/7313; or Chun-hwa Lee, President, Fine Instrument Center, CPO Box 2489, Seoul 100, Korea, telephone 69-7916/9. P-74305. OPIC.

Electronic Systems To Be Exhibited In Leningrad

The second international exhibition for electronic systems and components, ELEKTRON SYSTEMOTECHNIKA '74, is to be held Oct. 11-20 in Leningrad.

In addition to the office equipment and large computers featured at SYSTEMOTECHNIKA '71, this year's exhibition will display electronic systems geared to the automobile, aircraft, and shipbuilding industries. Based on the success of the '71 show, this year's exhibition, together with symposia and technical conferences, will attract buyers and end-users from all over Eastern Europe as well as from the Soviet Union.

As in 1971, the USSR Chamber of Commerce and Industry and the Committee for Science and Technology have awarded the contract for ELEKTRON SYSTEMOTECHNIKA '74 to Glahe International for the complete organization, management, and servicing of the exhibition. During the past few decades, Glahe International has organized more than 2,500 individual presentations for western industry in the Soviet Union.

For further information, contact J. J. Grunwald, Executive Director, Glahe International USA, P.O. Box 652, Bardonia, N.Y. 10954. Telephone, 914-623-7595.

U.S. Suppliers May Exhibit In Peru World Mining Fair

U.S. firms supplying the mining industry are invited to participate in the official U.S. Pavilion at the 8th World Mining Fair—TECNOMIN '74—in Lima, Peru, Nov. 3-12.

All types of supplementary and complementary equipment may be exhibited. Major U.S. suppliers have already made commitments to rent space in the pavilion, which is sponsored by the U.S. Embassy, Lima, and the U.S. Department of Commerce.

Firms wishing to participate should contact Richard Rueda, U.S. Commercial Attache, U.S. Embassy, Lima, Peru. For additional details, call Robert Vigneault, U.S. Department of Commerce, Washington, D.C., telephone, 202-967-4304.

U.S. Firms Invited To Exhibit At Santiago Fair This Fall

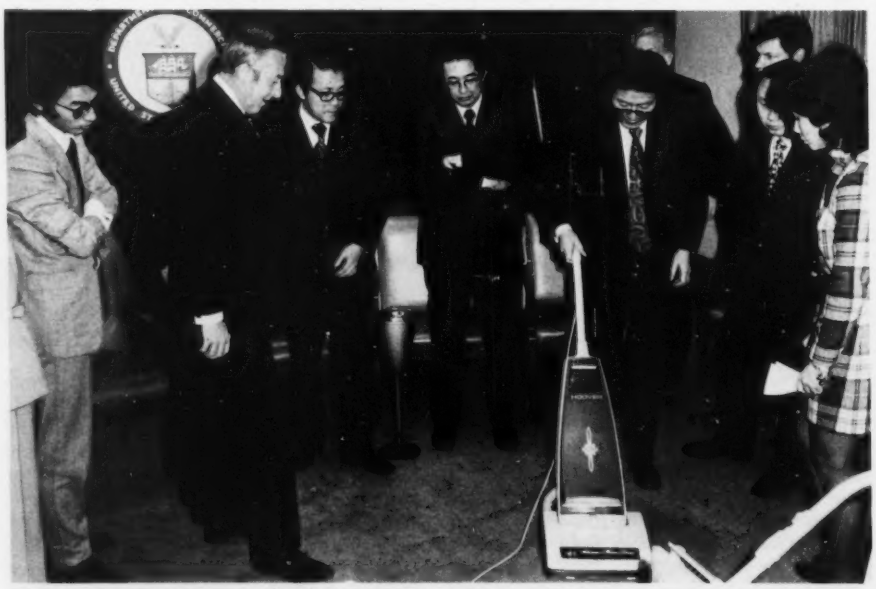
The U.S. Embassy in Chile and the U.S. Department of Commerce will sponsor an official U.S. pavilion at the Santiago International Fair (FISA) Oct. 31—Nov. 17. The fair is normally visited by about a million persons. A large number of industrialized countries are expected to participate in this year's event.

Chilean imports are likely to increase substantially in 1974 and 1975, with a variety of industrial machinery and equipment required for reconstruction and modernization of industry. Also, many types of consumer goods imports will be permitted importation into Chile as the government implements liberalization policies aimed at increasing the efficiency, competitiveness, and export potential of Chilean industry.

U.S. companies interested in participating in FISA should contact Patrick E. Fitzgerald, Commercial Attache, U.S. Embassy, Santiago, Chile.

Northwest Argentina Plans Int'l Agroindustrial Fair

The Province of Salta, Argentina, invites interested U.S. concerns to exhibit at the First International Agricultural and Industrial Fair of Northwest Argentina to be held in Salta, Nov. 1 to 15. Detailed information may be obtained from Dr. Francisco R. Alvarez Leguizamon, Coordinator, Gobirerno de Salta, Comite Ejecutivo, Primera Feria Internacional Agroindustrial del Noroeste Argentino, Alvarado 941, Salta, Argentina.



TWO-STEP ENTRY TO JAPANESE MARKET — *In March the Hoover Co., N. Canton, Ohio, made its first venture into the Japanese market by using the facilities of the U.S. Trade Center in Tokyo between the Center's scheduled exhibitions. Six weeks later Hoover took part in the ACE '74 American Consumer Exhibition at the Osaka International Trade Fair. Results are beyond the company's expectations, according to Senior Market Analyst W. G. Mathiesen, who is third from right (at rear) in photo.*

Worldwide Business Outlook

Take Note Of Iran Market, Embassy Official Advises

"Eleven years ago, the Shah of Iran launched the 'White Revolution' which brought far-reaching and significant social, economic and cultural changes in the country. At that time the western world took notice of the event generally only to the extent of routine press coverage. The following years saw the beginning of transformation of life in Iran consistent with the intent of the revolution but only moderately impressive to those without direct and immediate interest in developments there. In recent years, however, a dramatic and almost explosive acceleration in the great movement forward has occurred, this time holding the attention of everyone concerned with world events. The trade and investment opportunities thus generated are spectacular but fraught with problems, limitations, and challenges hitherto never seen in this market."

George Ellsworth, Commercial Attache at the U.S. Embassy in Tehran, has made a special assessment of the Iranian economic boom and the opportunities it offers U.S. businessmen. The remainder of his report follows:

The change is also consistent with the aims of Iran's previous planners but has been enlarged and reshaped beyond the conception of observers and of those directly involved. National prosperity had been improving steadily at an annual GNP growth rate of 12 percent until 1971; suddenly in 1973 oil price increases made all indicators take a violent upward turn, leaving Iran (among others) with the serious problem of how to spend its new found wealth.

With amazing resilience the nation has reacted with constructive and highly ambitious plans to push for intensified development on all fronts. Action on the plans has begun with increasing opportunities for sales and investment for U.S. suppliers beyond the most optimistic dreams of any past student of the middle eastern scene. Specifically, the social and economic infrastructures, military establishment, manufacturing and distribution sectors will undergo expansion and transformation. The first indication of the magnitude of these changes will become known when the revised Five-Year Development Plan (originally presented in 1973) is made public. The plan calls for total development expenditures of $32 billion; the amended budget will probably be some $20 billion higher.

Under the original plan, health care, education and housing will all receive investments of resources in excess of $15 billion. Health care projects will include construction of hospitals and dispensaries and upgrading and re-equipment of existing plants. In education, emphasis will be placed on the elementary section and on vocational training. Specific innovations will include the use of television and an earth satellite for instruction and on-the-job training in plants abroad and in Iran for technicians and engineers. Housing programs are already receiving top priority attention from a number of government agencies and private groups with increasing concentration on prefabricated and semi-fabricated systems. Suppliers and designers are being asked for proposals and details, and serious consideration is being given to establishment of manufacturing plants in Iran.

This article is part of a continuing Commerce Today series on expanding business opportunities in the nations of the Near East. Readers are reminded of a featured overview report on Page 5 of the June 24 issue, and articles by the top-ranking U.S. envoys in Saudi Arabia, Kuwait, Lebanon, Iraq and Oman on Pages 21-26 of that issue.

Also, a newly-completed Bureau of International Commerce publication "The Near East Market: A Report to U.S. Business," will be available later this summer. It includes information and assessments gathered by a Bureau study group that recently visited Cairo, Baghdad, Tehran, Kuwait, Abu Dhabi, Jidda, Riyadh and Beirut.

The economic infrastructure will also be radically transformed with expansion of existing services and the addition of entirely new elements. Ports, railways, power, communications and highways will all increase their capabilities and capacities by multiplier factors representing several billion dollars.

In highways alone, super, divided freeways are off the drawing board and nearly ready for contractors to be invited to bid. Concomitantly, a whole new road transport system is being organized, with one U.S. supplier having a $50 million order for trucks and another $70 million also having gone to an American trailer manufacturer. The follow-up involves an order double the size of the one described above and an opportunity for the establishment of a trucking operation in the form of a joint venture.

There are a number of other impressive programs and projects in the offing in the private and government sectors (basic steel and metals production, manufacturing, petrochemicals, etc.) and it behooves the alert U.S. businessman interested in the market to acquaint himself fully with them. Ideally, a visit to Iran is the most productive way of assessing opportunities, but failing that, constant communication with the Department of Commerce or its District Offices will give a good pulse count of the market. This is particularly important, not only in terms of being up to date on sales prospects but also on the rapid changes occurring in trade and investment practices and methods; the latter have been revised and altered to the point where doing business in Iran is fast becoming an entirely new profession.

The changes are something that U.S. ex-

HELPING IRAN BUILD NEW WATERWAYS—*Morrison-Knudsen Co., Inc., Boise, Idaho, has been assisting in construction of a new system of canals and related facilities in Khuzestan Province in southwestern Iran. Above, slip-form paver lines main canal.*

porters and investors should watch very closely. As the new rules of the game develop, they should adjust to them quickly and constructively if they wish to keep or increase their share of the action. The developments in question basically involve the requirement that the exporter or investor participate fully in the post-sales application, service maintenance and operation of the hardware or systems they may be selling. This will more often than not facilitate their entry into fields not traditional with their companies and which instinctively they may tend to reject. However, the size of the orders and profits involved will act as an incentive.

Thus, a manufacturer of transport equipment will be required to set up assembly, maintenance and training facilities for his equipment and even participate in its eventual operation in the context of a service organization (this is what happened to the supplier of trucks mentioned earlier). In other areas similar things have happened and as a result, traditional manufacturers and exporters find themselves providing operation and training technicians by the hundreds and purveying services ranging from repair and machine shop facilities to language and management training.

Difficult and challenging? Yes, but returns are in the order of hundreds of millions of dollars. Just one illustration should help to identify the dimensions in question: During the past two years U.S. suppliers of goods and services have concluded certain agreements (non-military) and initiated others which will be concluded in the short-term totaling over three billion dollars.

To summarize, concludes Ellsworth, the market is open and waiting for those willing to become totally involved in and committed to it.

Chile Instituting New Program Aimed At Liberalizing Imports

The Chilean Government is currently implementing a three-year program aimed at liberalizing imports. Ultimately, the government hopes to increase the efficiency, competitiveness and export potential of Chilean industry.

Significant measures already taken to liberalize imports are the following:

► Suspension of the 10,000 percent prior import deposit requirement on more than 2,400 products, with only 70 luxury products still subject to the deposit;

► Import duty reduction, with rates over 200 percent reduced to 160 percent and rates between 35 percent and 200 percent reduced by 5 to 45 percentage points;

► Permitting importation of capital goods under the cash payment system;

► The permitted imports list now encompasses all products except about 80 luxury goods.

Prolonged Drought Postpones Niger's Development Plans

Niger has suffered through its sixth year of drought, and the economic difficulties which have gripped the country during this period have now disrupted its excellent record of political stability. Diori Hamani, Niger's moderate leader for the 14 years since independence, was overthrown by the military in April.

The U.S. Embassy in Niamey reports that it will take a massive and prolonged relief and rehabilitation effort on the part of the international community to restore the economy of this largely agricultural and pastoral country.

The two leading export earners, groundnuts and cattle, have fared badly but fortunately have been replaced to a degree by a new money earner—concentrated uranium ore. The new government is counting on restoration of the agricultural base plus exploitation of minerals to help overcome the country's economic difficulties.

With a per capita income of less than $100 per year, Niger ranks among the 25 poorest countries in the world. As a result of the drought, an increase in population, and a rise in domestic prices, the per capita income probably has dropped even further.

As recently as early 1972 Niger's leaders were optimistic that the country would not only soon become self-sufficient in food production but would also be an exporter to neighboring countries. Considering Niger's vast cattle resources, its leaders also envisioned the country becoming a significant exporter of meat products to Europe. Although such ambitious development plans have not been abandoned altogether, the stark reality of the drought has made it necessary to put some of them aside for more pressing needs such as feeding the population. For the medium term, projects designed to combat effects of the drought, i.e., control of water resources, reforestation and herd reconstitution, have priority.

Probably the most difficult economic problem which Niger faces is that of transport. Not only is Niger a landlocked nation, but some of its resources are not exploitable due to the high cost of transport. Thus, the Hamani government made development of infrastructure one of its prime areas of concentration and encouraged navigation of the Niger River. In early 1973 a fleet of three barges financed with a loan from Canada sailed up the Niger from Port Harcourt to Gaya, proving that the river is navigable and giving hope that transport costs for bulk products between Niamey and the sea will be cut substantially.

There has been a balance of payments surplus in each of the past five years despite large deficits on goods and services. The deficits have been more than made up by net receipts of transfers and net capital inflows. In the past two years, the balance of payments surplus has decreased due to increased deficits on goods and services and a decline in net capital inflow.

In 1972 the value of imports continued to outweigh exports but the trade deficit was cut by $4.8 million over 1971. The reduction in the trade deficit was accomplished in great part by the increased export of concentrated uranium ore, which accounted for 16 percent of the total exports by value in 1972 and 43 percent in the first six months of 1973, when it replaced groundnuts as the biggest export earner.

U.S. assistance to Niger is second only to that of France, the former metropole. However, trade between the two countries has remained at a low level for a number of reasons, including: the small market in Niger; the limited amount of exploitable resources; the former metropole's dominance of the economy; and the preferential duties and reverse preferences in favor of EEC products.

In 1972 Niger's exports to the United States totalled $0.5 million whereas imports from the United States amounted to $3.2 million, about 5 percent of all imports.

To encourage foreign investment, the government adopted a new, liberal investment code in 1968. To date there has been no nationalization of foreign interests without compensation jointly agreed upon.

American investment in Niger at the end of 1973 was in the neighborhood of $5 million, far below the estimated $40 million in French investments. Most is concentrated in petroleum exploration, an area in which American companies have been in the forefront. The country's six major oil exploration permits are divided among the following companies: Global Energy-Sun Oil, Texaco-Exxon, Continental-Shell, Global Energy-Exxon-Texaco and Bishop Oil. It should become clearer later this year after the first wells have been sunk whether there are exploitable oil reserves in Niger.

Opportunities in the uranium industry, which used to be largely in French hands, are now opening up. German and Japanese consortiums have recently bought into the Djado and Akouta concessions, respectively, and the U.S. firm Continental Oil Co. signed a protocol in early 1974 for exploiting the Imouraren concession.

The most promising fields open to American investment appear to be mineral extraction and petroleum exploration. Although the world market price for uranium is not as high as was hoped, prospects are that by 1980 demand and thereby prices will rise. There may also be opportunities for American engineering and consulting firms in Niger's future development projects, which may include construction of a port facility at Niamey, irrigation facilities and a slaughterhouse.

Sales Outlook In Argentina Is Mixed; Public Buying Takes Up Private Slack

Prospects for U.S. sales in Argentina in coming months, as seen by U.S. Commercial Attache John E. Williams, are mixed. Reporting from the American Embassy in Buenos Aires, Williams cites a number of factors that could lead to a sharp increase in Argentine imports in the second half of this year but then goes on to note some opposing forces that may have a dampening effect on the market.

Beginning on the positive note, Argentine exports boomed in 1973 and have remained high so far in 1974. The balance of payments shows a sizable surplus and foreign exchange reserves are at record levels. Argentine Government sources are projecting GNP growth of about 7 percent in 1974, up from 4.8 percent in 1973. Additionally, the government is embarked on a large public investment program in steel, power, petrochemicals and housing, among other areas. This combination of factors should lead to a sharp increase in imports.

The Argentine Government frequently has expressed concern about Argentina's trade deficit with the United States. In 1973, U.S. exports to Argentina jumped from $400 million to $449 million and our purchases from Argentina soared from $201 million to $274 million. Continued increases in U.S. imports from Argentina will favor Argentine acceptance of increased U.S. exports there.

Grounds for encouragement

Argentina's continuing export expansion drive in non-traditional intermediate and consumer goods gives grounds for encouragement about the future of the Argentine market for U.S. suppliers who can supply the equipment needed to expand export capacity. It is expected that the Argentine Government's export incentive policy will be continued and strengthened. Positive incentives, such as export subsidies and rebates of taxes, are being supplemented by negative incentives. For example, a recent law makes an automobile manufacturer's domestic sales quota dependent on its export performance. Although Argentina's exports are still mostly agricultural, in the last three years manufactured exports have surged from about 10 percent of the total to about 25 percent. Considerably more imported inputs are required to export manufactured products than to export agricultural products.

Argentina has applied to the Interamerican Development Bank for a number of loans, some of which are likely to be granted in 1974, and to produce opportunities for sales of U.S. equipment. The following projects are most likely to emerge this year: rural electrification; agricultural development and agricultural machinery; the Ullum irrigation dam; transmission lines for the Salto Grande power project; afforestation; and a water and sewage treatment project. The value of imported components for most of these projects ranges from $20 to $60 million.

Another encouraging factor is a recent study by a respected Argentine economic research foundation which projects an industrial production growth rate of 9 percent in 1974, up from 7 percent in 1973. This will be accomplished partially by using existing but underutilized industrial capacity. The following industrial groups (which include many government-owned plants) are expected to show large percentage increases (over 10 percent in production in 1974), and should therefore be good customers for imported inputs: food industries, non-electric household articles, machine tools, farm machinery, forest industries, plastics, chemicals, petrochemicals, steel, and automobile parts.

However, as noted earlier, Williams also sees some opposing trends at work. Despite the excellent foreign exchange position and good export prospects for 1974, the government continues to maintain rigid import restrictions and foreign exchange controls. There is little chance that these will be significantly relaxed in 1974, except for purchases made under the government's public investment program. The official Three-Year Plan, published at the end of 1973, projects imports for 1974 at $2.6 billion, up from $2.1 billion in 1973. Much of this increase, however, will go in higher prices for raw materials and intermediate goods.

Business confidence, low for the last three years, is showing few signs of improvement. The main reason is that company profits were hard hit in 1973 by the government's price control policy. Two-thirds of large corporations and over half of the smaller ones reported declines in profits. Many companies, including a number of U.S. subsidiaries, showed losses for the year. Profit prospects for 1974 appear none too good. Consequently, new private investment (domestic and foreign) is at a very low level. In fact, there may be net disinvestment because of living off inventories and failure to replace worn-out capital equipment.

A major question affecting prospects for sales to Argentina concerns how much inflation there is in Argentina now, and what will happen to the inflation rate later this year. If inflation is defined in terms of increases in the money supply in excess of increases in production of goods and services, then indications are the problem is serious now. Measured by a cost of living index, it appears to be under control. The Argentine Government has recognized the need to control inflation and since June 1973 has maintained a "phase I" type price freeze system of price and wage controls, which has recently begun to evolve into a more flexible "phase II."

Although the government has improved its tax operations, money supply is still expanding at the rate of 90-100 percent per year. Monetary expansion is closely linked to a very high fiscal deficit which cannot be financed by real resources. But an anti-inflationary policy based on price and wage controls is unlikely to succeed for more than a short period of time unless accompanied by strong monetary and fiscal discipline. Therefore, by the end of the year it is likely that increased inflationary expectations will again be a significant factor in increasing the propensity to import.

Inflation psychology

Businessmen seem to be coming to the conclusion that inflation will increase this year. During most of last year and the early part of 1974, expectations of a lower rate of inflation (combined with government restrictions) led to a decrease in inflation-hedging imports of capital goods, and especially imports for inventories. Import demand for stockpiling is now increasing. Many observers who until recently were inclined to accept government projections of about a 15 percent cost of living increase for 1974 now feel that it will be on the order of 25-30 percent.

The recent wage and benefits increase averaging about 20 percent will alone necessitate a price level boost of about 10 percent if business enterprises are not to suffer more losses and decapitalization. The additional purchasing power transferred to wage and salary earners will probably be spent on items of lower imported content than would have been the case if the money had been reinvested by industry.

Another discouraging factor is that, despite a ballooning money supply in 1973 (continuing so far in 1974), interest rates are high and bank credit is difficult to obtain for investment by large companies (especially foreign subsidiaries) under the government's new system of credit controls by which private banks take deposits and make loans only as agents of the Central Bank. The government has promised to decrease interest rates for productive activities by several percentage points from the present 18-22 percent level, but it remains to be seen whether this will be sufficient to stimulate investment. If inflationary tendencies continue, effective interest rates may even turn negative again later in the year.

Increases in private sector investment in 1974 will probably be mainly in the direction of building up inventories of raw materials and intermediate goods rather than purchasing new capital equipment. However, it is important for American firms to

keep their latest technology before prospective Argentine buyers so that when the economic situation permits increased investment in capital goods, the investment decision-makers will buy American. Argentina's Three-Year Plan calls for a significant shift in composition of imports in favor of capital goods.

While it is possible that private sector investment and imports may begin to show an upturn by the end of the year it is more likely that most purchases of big-ticket items in 1974 will be made by government agencies and government-owned corporations. The Three-Year Plan sets forth a number of areas in which the government plans to make large investments during the 1974-77 period. Not all of these, of course, can be made at once because of budget limitations.

Areas which appear to offer more immediate opportunities for sales of U.S. equipment are: steel mill and foundry equipment; equipment for petrochemical plants; shipbuilding equipment; fish processing equipment; oilfield and drilling equipment; and power generation and transmission equipment.

It is important for American companies wishing to sell in Argentina to have good, well-connected, active representatives in Buenos Aires. Another extremely important factor in obtaining business there is financing, particularly when dealing with a government customer. American firms, especially those unfamiliar with this market, may wish to take advantage of facilities of the U.S. Trade Center in Buenos Aires. The Center has been used very effectively by many U.S. firms, both those with representation in Argentina and those just entering the market. Use of the Center by one firm may have increased its ensuing year's sales by well over $1.3 million.

Trinidad And Tobago In Good Position To Benefit From World Energy Needs

Trinidad and Tobago's economy is basically sound, and is estimated by the U.S. Embassy in Port of Spain to be growing at a real rate of perhaps 5 percent per year.

Current price GNP per capita is a relatively high $1,110, and money income is comparatively well distributed in Trinidad and Tobago, which boasts a buoyant middle class and a well-paid industrial sector. Economic growth during 1973 was largely due to continued investment in the important petroleum and petrochemicals sectors, since agricultural output dropped while commerce and light industry were relatively stagnant. Long-term growth prospects are good, with substantial new investment expected, both in petroleum exploration and exploitation and in the industrial utilization of Trinidad's natural gas reserves.

The rate of inflation is causing considerable concern, and is estimated to have reached the unusually high (for Trinidad) level of perhaps 12 percent in 1973. This in turn has spurred the well-organized labor unions to press for wage settlements to make up for losses of real income due to inflation.

The energy crisis in late 1973 presented Trinidad with some unexpected opportunities which led the government to postpone adoption of its Fourth Five-Year Development Plan, originally drafted for the 1974-78 period. As announced in the 1974 budget speech, Trinidad desires to maximize Central Government revenue from the petroleum industry, and to use this revenue to attract industrial development in energy-related (largely natural gas-based) industries.

As a first step, the government will construct a pipeline to collect natural gas offshore and transport it across Trinidad to an industrial area at Point Lisas, on the west coast of the island. There the government hopes to attract industries to utilize this natural gas, either as feedstock or as fuel. Agreement has already been reached between W. R. Grace & Co. and the government to build a 1,200 ton/day anhydrous ammonia plant on a 50-50 joint venture basis. For the moment at least, plans have been shelved for a major project which involved liquefying most of the natural gas and exporting it as LNG to U.S. markets.

Basic economic goals

Despite these new facets of Trinidad's long-range development planning, the basic goals of the government's developmental strategy are likely to remain unchanged: elimination of unemployment, diversification of the structure of production, and reduction of foreign control over decision-making throughout the economy. Clearly, these goals are not fully compatible—at least not in the short term—with an industrial development program concentrating on capital-intensive endeavors based upon natural resource exploitation.

Nevertheless, the government hopes that the existence of these natural resources will be sufficient attraction to gain the desired sort of exploitation, and that infrastructure projects and spin-off industries will create jobs to absorb a significant portion of Trinidad's unemployed. (The unemployment rate is estimated at 15 percent, with perhaps another 15 percent of the labor force underemployed.)

There is a danger, of course, that this sort of planning will create expectations which cannot be fulfilled, especially on the part of poorly-paid workers, job seekers, and new entrants to the labor force. In addition, the long-range implications of major industrial projects, especially in regard to demographic patterns and infrastructure requirements, will bear careful study.

The book value of total foreign private investment in Trinidad is estimated in excess of $1 billion, of which U.S. firms account for perhaps $600 million, largely concentrated in the petroleum and petrochemicals sectors. Trinidad and Tobago welcomes additional foreign private investment, but the government is making increasingly clear that there must be "meaningful local participation" in all major projects. Since there is relatively little domestic risk capital available, this stipulation often results in government participation in proposed new investments.

Although the government would like to see majority control of all new investments in local hands, there are exceptions to this rule. In cases where foreign majority ownership is permitted, however, the government usually insists that foreign investors agree to divest themselves of a controlling interest within a specified period of time. Oil concessions were recently offered, for example, on the condition that bidders provide the government with 35 percent participation, plus an option to increase this share to 51 percent (in lieu of overriding royalty payments), should petroleum production reach certain levels.

As an additional means to ensure local participation in foreign enterprises, foreign investors are urged to sell shares to the local public, and the government itself has bought out some companies and purchased shares in others. Since 1973, negotiations have been under way with all the major foreign petroleum producers in Trinidad to provide for government participation in their existing operations. Generally speaking, the government's participation policy is usually motivated by the desire to avoid foreign monopolization of certain sectors (banking, petroleum) or to prevent threatened bankruptcy in labor-intensive industries (sugar, garment manufacturing).

On Aug. 1, Barbados, Guyana, Jamaica, and Trinidad and Tobago became the founding members of the Caribbean Community. Most of the other members of the Commonwealth Caribbean have now joined the new community (which now comprises about five million people), and several other countries have indicated interest in exploring membership possibilities (See *Commerce Today*, May 13, page 30).

The most important element of the community is the Caribbean Common Market (CARICOM) which replaces the former Caribbean Free Trade Association (CARIFTA). CARICOM members have adopted a common external tariff and a joint fiscal incentives program to attract new industry, and have established a Caribbean Investment Corporation, all of which include special provisions to benefit the lesser developed members of the community.

Singapore's Buoyant, Affluent Market Offers Many Advantages To U.S. Goods

Singapore's economy remained buoyant in 1973 and early 1974 and should continue to perform well through the end of the year.

The U.S. Embassy there expects an expanding market for American goods, pointing out that U.S. products are now competitive in most fields in Singapore. Helped by a labor shortage and introduction of increasingly capital intensive industries as a result of the government's "quality not quantity" policy, the market for more sophisticated construction machinery, office equipment, computer wares and labor-saving devices should grow. The new U.S. competitiveness, combined with changing tastes and increasing paychecks for more affluent Singaporeans, should make many U.S. consumer goods attractive in this expanding market.

Singapore's world trade increased by a record 36.9 percent in 1973. Exports jumped to $3.6 billion and imports soared to $5 billion (some 15 percent from the United States). Both of these exclude unpublished Indonesian trade. Although much of the increase could be explained by inflation in general and rising commodity prices in particular, the actual volume of cargo went up during the year. For the first time in many years, entrepot trade rose as a percentage of GNP. Cargo discharged and loaded increased by 9.1 percent.

Most imports were either re-exported or related to Singapore's expanding manufacturing sector. Re-exports go mainly to Indonesia and Malaysia. Spurred by the search for oil and the harvesting of tropical hardwoods in these countries, demand for heavy earth-moving, materials handling and oil rig equipment will continue to increase.

After allowing for inflation, Singapore's GNP grew by a healthy 11 percent in 1973 as the manufacturing, tourism and financial sectors expanded. Rapid inflation marred the economic picture. Fueled by food shortages, commodity scarcity and petroleum costs, rising prices sent the cost of living up by 22.9 percent over 1972. Even after nationwide pay increases, real wages declined for many.

Singapore's main concern during the oil crisis was that a recession in the industrialized countries, particularly Japan, might result, causing a halt in new investment and a general economic slowdown in the small Republic. Since Singapore has one of the largest refining complexes in the world, it did not have to fear inadequate fuel supplies for its domestic economy. Nevertheless, it urged voluntary fuel restraint, and decreases in fuel consumption averaged 10-15 percent for the months of December-February. Singapore's refineries were able to honor contracts for bunkering fuel and for shipment of refined petroleum to neighboring countries although the quantities supplied were necessarily reduced to correspond with the decrease in the input of crude oil. Economic disruptions in the region which could affect Singapore were thus minimized.

With the embargo over and fuel now more available, the problem is increased prices. In this respect, Singapore is in a fairly good position. A favorable balance of payments will allow it to purchase the petroleum it requires for domestic consumption. The enormous price increases of crude oil purchased by Singapore refineries will simply be passed on. In fact, while not compensating for the higher fuel rates, increased regional oil exploration, stimulated by the crisis, will be of benefit to Singapore.

A shortage of labor in some sections of the economy persisted in 1973. The problem was particularly acute in the construction industry, but complaints of inability to find accountants, middle management personnel, and some other trained employees were also heard. Foreign laborers now account for approximately 20 percent of Singapore's work force.

Consequently, instead of greeting the creation of 50,000 additional jobs in 1973 with joy, government officials had mixed reactions. A higher participation rate for Singaporeans has been urged and has occurred, but increased dependence on foreign labor will continue for the near future.

Neither the labor shortage nor the relatively higher wage rates of Singapore, when compared to other Southeast Asian countries, have halted the flow of foreign investment into Singapore. Although investment declined from 31.5 percent to 28.8 percent of the GNP in 1973, this does not appear to be a trend.

Broad French Actions To Cut Inflation, Deficit May Affect U.S. Sales

The French Council of Ministers has approved a package of economic measures designed to decelerate the present annual inflation rate of 18-20 percent to about 6 percent by mid-1975 and to reduce the forecasted balance of payments deficit from $6.5 billion for 1974 to zero by the end of 1975 while maintaining fast growth and full employment.

The measures should stimulate U.S. equipment exports to those French industries involved in restructuring towards exporting and adopting energy-conserving methods. As these measures are not intended to slow French economic growth, they should not result in any general decrease in import purchases. They may, however, blunt the fast growth of consumer good imports, particularly luxury items, and petroleum product imports.

The major emphasis in the program approved June 12 is a restructuring of French demand to reduce domestic consumption and investment in order to afford greater opportunities for French producers, already operating at capacity, to respond fully to foreign demand, especially in relation to West Germany, which is running large surpluses in its international accounts.

The main element in the package is in the area of taxation where new measures are intended to reduce demand in a manner coincident with the announced goal of greater economic and social justice. Revenues accrued presumably will be used to finance new social measures to be announced soon. These tax measures, requiring new legislation, are as follows: An additional corporation tax, equal to 18 percent of the tax for 1973, is payable by Sept. 15. (A minimum of 3,000 francs will be paid by those declaring no taxable profits.) Depreciation allowances on investments made between July 1, 1974 and June 30, 1975 will be reduced in a manner not yet announced with the purpose of freeing more of French capital goods production, already at capacity, for export. Personal income taxes will be subject to surcharges at varying rates in 1974, with partial reimbursement in 1975.

Anti-fraud measures will be strengthened by basing levels of presumed taxable income more strictly on external signs of wealth. Capital gains taxes on real estate profits in 1974 will be subject to a non-reimbursable 10 percent surtax to be collected after Oct. 15. In 1975, a greater portion of such gains will be included in income subject to progressive income taxation.

In addition, to reduce energy consumption and imports, petroleum product prices will be allowed to rise at rates averaging 5 percent. Petroleum consumption, particularly for heating purposes, will also be reduced through rationing designed to avoid effects in production and employment. In addition, the public transportation system will be further promoted and subsidized.

The French Government plans to reduce public spending in administrative rather than program areas, to apply tighter surveillance over bank credit, and to increase the interest rate on savings accounts to 8 percent. The contractual policy limiting price increases will be strictly enforced to insure that decreases in primary product costs are reflected in prices. A voluntary effort is asked to decrease excessive profit margins with the threat of taxation if this effort proves insufficient. Rent increases after the termination of the six-month freeze on July 1 will be limited to 6.8 percent.

International Business Reports

Survey of Oils 1974. 32nd edition. Published by the Financial Post, Toronto. 208pp. $11.

Gives detailed information on more than 400 companies in the Canadian oil industry and related fields. This year's edition includes eight maps of the Canadian Arctic in a 32-page map section. A statistical survey provides a seven-year price range of all listed Canadian oil shares, a table on production and reserves by province, and a list of predecessor and defunct companies. There is also a list of addresses of provincial and federal government departments, securities commissions, trade associations and stock exchanges.

Write: The Financial Post, 481 University Ave., Toronto, Ont. M5W 1A7.

American Banks Abroad: Edge Act Companies and Multinational Banking. By James C. Baker and M. Gerald Bradford. 182pp. $16.50.

This study discusses successes, shortcomings, and future prospects of U.S. banks authorized to operate internationally by the Edge Act Amendment to the 1919 Federal Reserve Act. Covers the background and content of the Act and includes interviews with officials of Edge Act banks.

Write: Praeger Publishers, 111 Fourth Ave., New York, N.Y. 10003.

Index of International Standards. Edited by Sophie J. Chumas, published by National Bureau of Standards. 206pp. $5.60.

This index of international standards, recommendations, test methods, analyses and specifications contains more than 2,700 titles. It is a computer-produced index based on the Key-Word-In-Context (KWIC) system. Standards-writing organizations represented are: the International Organization for Standardization (ISO); the International Electrotechnical Commission (IEC); the International Commission on Rules for the Approval of Electrical Equipment (CEE); the International Special Committee on Radio Interference (CISPR); and the International Organization of Legal Metrology (OIML).

The purpose is to identify existing international standards for a particular product, the characteristics or parts of products, the safety or performance of products, any related materials, vocabularies, symbols, test methods, analyses, and other aspects of standards. Criteria for inclusion are that an organization be international in scope and that it have standards published in the English language.

Write: Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Oil and Gas Development in the USSR. By Christopher E. Stowell. 47pp. $15.

This report is designed to aid U.S. petroleum, petroleum equipment and petrochemical companies in assessing opportunities in Soviet oil/gas development. It includes treatment of reserves, regional development, offshore and onshore production, pipelines, permafrost problems, past and future consumption, and foreign participation. Among Stowell's conclusions is that, although the Soviets are capable of producing a wide variety of drilling, extraction and pipeline equipment, they cannot completely fill the diverse and growing needs of local users.

Write: WJS, Inc., 1800 K St. NW., Washington, D.C. 20006.

The Canadian Business Review. To be published quarterly by The Conference Board in Canada. $15 per year, $5 per copy.

This new quarterly publication, the first issue of which is now available, is designed to provide a regular source of up-to-date analysis and interpretation of current Canadian economic and business matters—based on solid, underlying knowledge and expertise, but directed essentially to decisionmakers and their senior advisers who may not necessarily be professional and technical experts. It is therefore aimed at playing a role in bridging the gap between those working on the frontiers of new information and knowledge in the fields of economics, social affairs, entrepreneurial activities and organizational matters, and those who can derive practical advantage from such information and knowledge.

The editors plan to encompass a wide range of subjects in the fields of economics, business practices and public affairs and to include a mixture of contributions, including regular appraisals of current business trends prepared by the professional staff of The Conference Board in Canada, summaries of presentations made in conferences and meetings sponsored by the Board, and specially invited articles by leading authorities.

Write: The Conference Board, Inc., 845 Third Ave., New York, N.Y. 10022.

Caribbean Investment Handbook 1974. By Claude M. Jonnard. 306pp. $24.

Emphasizes the impact of political events upon commerce and industry and offers guidelines for doing business in major Caribbean and West Indian countries. Designed as a reference manual of business procedures and conditions and as a management tool for aid in making critical investment decisions. Information on the following subjects is given where available: background data (history, education, transportation, etc.); starting a business; taxes; incentive legislation; investment opportunities; real estate; tourism; economic and financial conditions; transfer of funds; foreign trade regulations; and political conditions.

Write: Noyes Data Corp., Mill Rd. at Grand Ave., Park Ridge, N.J. 07656.

Economic and Social Progress in Latin America. Annual report for 1973 of the Inter-American Development Bank. 374pp.

This report is another in the annual series prepared by the Inter-American Development Bank since 1961. This edition covers trends in the early 1970s, with particular emphasis on 1972 and 1973.

As in past years, the report surveys recent economic and social events in Latin America from two perspectives: a regional analysis of general and sectoral trends, and a detailed description of these trends on a country-by-country basis. The report also contains two appendices: a list of the sources for the basic data presented at the beginning of the country summaries, and 39 statistical tables with economic and social indicators.

Write: Inter-American Development Bank, 808 17th St. NW., Washington D.C. 20006.

International Economic Survey: Singapore. Published by Chemical Bank.

At the end of the 1950s, according to this booklet, Singapore's economy appeared to be facing stagnation or even decline. Today, it ranks among the fastest-growing economies in the world and its prospects for continued rapid expansion are very bright. The booklet goes on to provide some basic information on Singapore's government, economy, investment climate, industrial estates, currency and banking, foreign trade and balance of payments.

Write: Chemical Bank, International Division, 20 Pine St., New York, N.Y. 10015.

Calendar For World Traders

July 16—New York—Annual meeting of the American-Arab Association for Commerce and Industry, Plaza Hotel. Secretary of Commerce Frederick B. Dent will be guest of honor and luncheon speaker.

July 16—Memphis—Memphis World Trade Club, Southwestern University.

Aug. 1 — Memphis — Mid-South Exporters Roundtable dinner meeting, Grisanti's Restaurant. Film on Canton Trade Fair.

Aug. 11—Memphis—Memphis World Club, Ellendale Lodge.

Aug. 12-14—New York—Briefing session on Trading with the People's Republic of China, American Management Association headquarters. Speakers include Commerce's William W. Clarke, Director, PRC Affairs, Bureau of East-West Trade.

Worldwide Business Opportunities

International trade specialists in the Department of Commerce and Foreign Service Officers in the U.S. Embassies and Consulates around the world are continually developing specific commercial opportunities through which American companies can find buyers, agents, partners or investors abroad. One of the major means for communicating these opportunities promptly and accurately to the U.S. business community is through the columns of this magazine.

The section that follows presents details about U.S.-sponsored exhibits abroad, licensing and joint venture proposals, opportunities to sell to foreign enterprises and appoint agents, and details on major construction and expansion projects.

U.S. Promotions Abroad

U.S. Textiles Exhibition. Sydney Trade Center, Aug. 6-8 and Melbourne, Aug. 13-15. This tandem exhibition will provide U.S. manufacturers a unique opportunity to either expand sales or enter the important Australian textile market, which is continuing to expand at a rapid rate. Textile imports have increased from $280 million in 1968 to over $461 million in 1973. Due mainly to extreme worldwide material shortages, traditional Australian buying patterns have undergone considerable change. This factor, accompanied by both the Australian and U.S. currency adjustments and unilateral Australian tariff reductions, has created an overwhelming preference for U.S. textiles. Contact John Klingelhut, 202-967-3646.

Shoemaking and Leather Goods Machinery and Equipment. Buenos Aires Trade Center. Aug. 26-30. The Argentine shoe manufacturing industry is highly atomized and under-capitalized and in need of modernizing its basic equipment. If the current trend of increasing foreign demand for Argentine shoes continues, the industry will be forced to expand and upgrade production facilities. Investment over the next three years for new equipment could range from $6 million to $10 million, most of which will have to be imported. Local equipment manufacturers cannot supply more than a fraction of the potential demand. Display equipment for this exhibition must be 100 percent U.S. origin. Call Vicky Eicher, 202-967-4463.

Food Processing and Packaging Equipment Catalog Exhibit. Ethiopia and Zambia. September. The processing of agricultural and food products for export is receiving key emphasis in Ethiopia's drive to expand its export sector. Zambia is also developing food export items and is striving to become self-sufficient in food. The market for food processing and packaging equipment is expected to increase steadily and both countries have sufficient foreign currency reserves to make substantial purchases. Call Robert E. Peterson, 202-967-3973.

Educational Communications Systems. Stockholm Trade Center. Sept. 9-13. Market research surveys indicate great interest by the Scandinavians in U.S. technology in education communication systems. An extensive promotion campaign will be conducted in the four Scandinavian countries to insure attendance of key decision makers, buyers and training professionals. Call William Beiring, 202-967-3276.

Advanced Fluid Power Equipment. Tokyo Trade Center. Sept. 9-14. The fluid power equipment market in Japan recorded an annual average 30 percent rate of growth through the decade of the 1960s. A high level of demand for advanced fluid power equipment including water-cooled and oil-less compressors, quick-connect couplings, level and pressure gauges and intensifiers is expected to continue through 1977. Sales of U.S.-manufactured air and hydraulic motors, servosystems and servovalves, actuators and hydrostatic transmissions as well as fluid power equipment for the aerospace industry are also expected to increase dramatically in the coming 24 months. Contact Ray Alvarez, 202-967-2461.

Pollution Control Systems and Equipment Catalog Exhibition. Paris. Sept. 10-14. The French Government, becoming increasingly aware of the pollution control problem, has established regulations which have generated a growing market for pollution control systems and equipment. Imports in this field are expected to exceed $85 million for the 1974-1975 period. This catalog exhibition will be held as part of a major French exhibition—Environmental Expo '74—Man, Air and Water—and should prove beneficial to U.S. companies which have appropriate equipment and systems for the pollution control and solid waste disposal requirements. Call Robert E. Peterson, 202-967-3973.

Industrial and Commercial Security Equipment. Paris Trade Center. Sept. 16-20. American manufacturers and suppliers of security equipment for fire protection and extinction, burglary and pilferage detection and prevention, access controls and communication equipment have growing opportunities to sell to French buyers. Rising theft and crime, special fire protection legislation and generous discounts on insurance premiums for adequately protected premises are compelling companies to consider protective security devices. Contact Charles M. Whitley, 202-967-5381.

Business Automation Equipment, Joint Export Establishment Program (JEEP). Milan Trade Center. Sept. 20-25. In 1973 the demand for business automation equipment in Italy was $480 million and by 1976 is expected to exceed $900 million. Emphasized will be accounting and bookkeeping systems; desk-top and mini-computers; high-speed copiers; microfilm equipment including retrieval, storage and filing; computer cash registers and terminals; punched tape and magnetic tape billing and invoicing machines; microfiche; computer terminals with business applications. Call Robert Welsh, 213-824-7581.

Air Traffic Control Equipment and Systems Technical Sales Seminar to Mexico City, Sept. 23-26. The Mexican Government will be procuring, in the next four years, some $35 million in radars, navaids, communications equipment and other air traffic control related systems. Foreign competition will be stiff for this procurement, and both the Department of Commerce and the FAA are sponsoring this effort to present recent U.S. advances and the advantages of U.S. equipment. Call Wyn Coates, 202-967-5286.

Telecommunications and Data Transmission Equipment and Systems Technical Sales Seminar to Romania, Yugoslavia and Poland. Sept. 23-Oct. 7. Plans have been formulated for a broadened and integrated telecommunications network in Eastern Europe and the Soviet Union. Although the bulk of the equipment will be produced within the Council for Mutual Economic Assistance, there will be good opportunities for sales of U.S. hardware in particular areas. This technical sales seminar will emphasize capabilities in the higher-technology areas of telecommunications and data transmission, including satellite communications, microwave transmission, data terminals and communications, mobile radio, closed circuit and cable television systems. Call Wyn Coates, 202-967-5285.

Biomedical Equipment. Frankfurt and Paris Trade Centers. Sept. 30-Oct. 3, and Oct. 8-11, respectively. This tandem scheduling gives U.S. firms the opportunity to participate in either or both events. The biomedical market in France is growing rapidly. The U.S. supplies about one-sixth of French imports and one-third of Germany's in this field. Call Bob Wallace, 202-967-3748.

Shipboard, Port and Marine Equipment Catalog Exhibit. Stockholm. Oct. 3-5. This exhibit will be held in conjunction with the Nordic Shipbuilding Conference sponsored by the Swedish Royal Institute of Technology and will draw participants from Sweden, Norway, Denmark and Finland. The largest shipyard outside of Japan and some of the world's largest ports are located in Scandinavia. Numerous expansion projects are planned which will offer excellent opportunities for export-minded firms in the U.S. Robert E. Peterson, 202-967-3973.

INDEX 74: Automotive Servicing Equipment, Repair Parts and Accessories Catalog Exhibit. Athens. Oct. 3-9. Car ownership is rapidly becoming a necessity in Greece and demand for quality service and repairs is expanding. In order to meet this demand, large quantities of service and repair parts and accessories will be imported. This is the opportune time for U.S. sellers to aggressively investigate this market. Call Robert E. Peterson, 202-967-3973.

Health Care Equipment Catalog Exhibit. Buenos Aires. Oct. 7-11. The Argentine Government is currently emphasizing improved health care for the country's over 24 million people and plans an integrated national health system. Expenditures on investments in health care are expected to be $100 million during the 1974-1977 period. Plans should generate good sales opportunities. Robert E. Peterson, 202-967-3973.

Automotive Servicing and Repair Equipment Catalog Exhibit. Sao Paulo and Belo Horizonte. Oct. 7-15. Motor vehicle production and use is booming in Brazil. Servicing facilities, however, have not kept pace. In order to upgrade facilities, the auto servicing industry is expected to import $6.9 million worth of equipment by 1978, 70 percent of which should be U.S. products. Call Robert E. Peterson, 202-967-3973.

Pharmaceutical and Cosmetic Manufacturing Equipment and Materials Exhibition. Milan Trade Center. Oct. 8-12. The pharmaceutical and cosmetic industries represent a major sector of the Italian economy as

indicated by production figures that totaled over $2 billion in 1973. These industries are projected to expand at an average annual rate of 8.8 percent. U.S. manufacturers of production and packaging equipment and raw materials and substances will find a ready market for their products in Italy. This exhibition has been timed to coincide with the International Chemical Engineering Exhibition (MAC '74) on the adjacent Milan Fairgrounds. Beryl D. Cohen, 202-967-4508.

Plastics Production Equipment (JEEP). Taipei Trade Center. Oct. 14-18. Manufactured plastic products rank third among the foreign exchange earnings of Taiwan. To insure the future of this vital industry, major projects are under way to make the country almost self-sufficient in petrochemicals and plastics. Industry is striving to upgrade standards of product design, quality and production. As a result, equipment requirements are becoming more sophisticated. Including instruments and controls, the market is estimated at about $6 million. This event, limited to new to export/new market firms only, combines an exhibition with a technical seminar. Contact Donald L. Schilke at the U.S. Department of Commerce District Office, 1406 Mid Continental Plaza Bldg., 55 E. Monroe St., Chicago, Ill. 60603, or telephone 312-353-5096.

Refrigeration Equipment. Tokyo Trade Center, Oct. 14-19. Japan is one of the largest and fastest growing mass consumption markets in the world. Its 107 million people are earning more money and have more disposable income than ever before. Japan is therefore looking for technology and goods that will improve its standard of living. Of notable interest is its demand for refrigeration and cooling equipment. Currently estimated at $2 billion, it is projected to grow 35 percent annually for the next seven years. Products of interest include air-conditioning systems for public buildings, warehouses and supermarkets; cold chain equipment, including cold storage warehouses, refrigerated transport, supermarket storage, and display cases; and home refrigeration systems. Contact John Wolf, 202-967-4056.

U.S. Agricultural Equipment Trade Mission to Ethiopia, Sudan, and Kenya. Oct. 14-25. In light of priority emphasis of the governments of Ethiopia, Kenya and Sudan on agricultural development and the large existing U.S. share of the market in these countries, the U.S. Department of Commerce is sponsoring this mission to Addis Ababa, Nairobi and Khartoum. The following equipment has been identified as high priority items for these markets: cultivating equipment; harvesting machinery; oilseed processing machinery; coffee processing and related equipment; non-road tractors; poultry, livestock and dairy equipment; and irrigation pumps. Contact Wanda Lee Ale, 202-967-3119.

Automekanika '74 — International Exhibition for Motor, Workshop and Service Station Equipment. Frankfurt. Oct. 18-22. The U.S. pavilion will offer American manufacturers of automotive maintenance and service equipment and parts and accessories an excellent opportunity to exhibit and sell their products at the largest event of its type in Europe. Call Bill Dawson, 202-967-4941.

Wood and Wood Related Industries Catalog Exhibit. Oporto, Portugal. Oct. 18-27. This exhibit, to be held in conjunction with the 1st Exposition of Wood and Wood Related Industries, Furniture, Paper and Forestry Products, will encompass all aspects of the wood industry including equipment for logging, sawmills, and finishing operations plus wood-derived products such as building materials, furniture and paper (including equipment to produce these items). Portugal's imports in all of these areas totaled $49.4 million in 1972 and are increasing steadily. Call Robert E. Peterson, 202-967-3973.

Data Communications Equipment and Systems. London Trade Center. Oct. 21-25. Domestic annual consumption of data communications equipment and systems throughout the United Kingdom continues to soar, reaching nearly $500 million by the end of 1973. Increasing at an annual rate between 13-15 percent, shipments from the U.S. to the U.K. were estimated at $100 million last year. This event is scheduled for the inauguration of the new, more modern, spacious and accessible U.S. Trade Center facilities in London, located at 4/5 Langham Place. Call Robert Blake, 202-967-3276.

Machine Tools Exhibition. Mexico City Trade Center. Oct. 21-25. Imports of metalworking equipment from the United States are expected to increase substantially. The overall market potential for metalworking machine tools and metal finishing equipment for metal parts has been forecast to reach $102 million, a compound rate of 8 percent annually, by 1978, despite growing local production. Call Mary Wiening, 202-967-5037.

Computers and EDP Equipment Catalog Exhibit. Zagreb, Yugoslavia. Oct. 21-26. This exhibit will be part of INTERBIRO, the 5th International Exhibition of Data Processing Systems and Office Equipment. The Yugoslav market for computers and EDP equipment is growing rapidly and is expected to reach $45.6 million by 1977. Minicomputers and peripheral equipment are of special interest. Call Robert E. Peterson, 202-967-3973.

Projekt 2000—International Trade Fair on Pollution Control. Graz, Austria. Oct. 23-26. American manufacturers and suppliers of equipment for the control of air and water pollution, noise abatement, sewage treatment, solid waste disposal, and radiation control have a special opportunity to gain increased sales throughout Europe by exhibiting in the U.S. pavilion. Trade visitors from the governmental buying units of Eastern Europe concerned with environmental protection will be in heavy attendance. Call David Katz, 202-967-3748.

Advanced Educational and Training Aids (JEEP). Tokyo Trade Center. Oct. 24-26. With a population of 109 million people and a school attendance of over 95 percent, improved techniques and equipment for Japan's educational systems are constantly being sought. In addition, Japanese businesses actively try to provide training opportunities for their employees. There is, therefore, an active market for industrial training equipment and new learning techniques. This exhibition is limited to new-to-market U.S. participants and is designed to put them in contact with potential representatives who can handle sales on a continuing basis. Call John Wolf, 202-967-4056.

Building Products and Construction Equipment. Stockholm and Paris Trade Centers, Oct. 28-31 and Nov. 5-8, respectively. Commerce is offering manufacturers and suppliers of building products and construction equipment a splendid opportunity to gain increased sales in France and Scandinavia by exhibiting at one or both of these shows. France, which has the fastest growing economy in Western Europe, and the Scandinavian countries of Sweden, Norway, Denmark, and Finland, offer bright prospects for sale of U.S. products in the building field. Call Andre Williams, 202-967-5373.

Materials Handling Equipment. Buenos Aires Trade Center. Nov. 4-8. Increased government funds for modernizing public enterprises and services and significant private industry investment are generating rapid growth in the Argentine market for materials handling equipment and systems. Sales are expected to grow at an average annual rate of 16 percent during 1974-77, totalling over $425 million for the period and exceeding $118 million in 1977. Lifting, loading, and conveying equipment accounts for most of Argentina's materials handling equipment imports; imports of this equipment are expected to total nearly $18 million in 1977, reflecting a 7.5 percent annual growth rate over the 1973 estimate of $13.5 million. Imports of industrial vehicles are expected to grow at an average annual rate of 9 percent, increasing from an estimated $2.2 million in 1973 to over $3 million in 1974. Call Vicky Eicher, 202-967-4463.

Food Processing & Packaging Equipment Technical Sales Seminar. Thailand, Indonesia, Malaysia. Nov. 9-26. Improving consumer tastes, expanding population and government backing make the outlook particularly bright for U.S. exports of food processing and packaging machinery to these three markets in the next few years. Equipment imports for improved processing of commodity exports and for domestic foodstuff consumption make technical information efforts in these countries a must for 1974. Call Wyn Coates, 202-967-5286.

Analytical Instruments and Systems for Scientific and Industrial Research. London Trade Center. Nov. 11-15. U.K. imports of analytical instrumentation now make up 40 percent of the $100 million market, and are expected to double by 1977. U.S. sales have increased from $7.6 million in 1971 to $12.7 million in 1973. Demand for new instruments—especially high-technology items—is being spurred at this time by problems of standardization and competition resulting from U.K. entry into the Common Market, by increasing concern with environmental problems, and by development of North Sea oil and gas fields. Products to be exhibited are chromatographic, spectroscopic, and high and low temperature research instruments, accessories and parts. Call Jim Lamont, 202-967-4541.

Industrial Process Controls and Instrumentation Equipment. Milan Trade Center. Nov. 13-19. High sales potential exists in Italy for process measuring and control instruments and systems for measuring, recording and controlling physical and chemical properties, such as temperature, pressure, vacuum fluid flow, liquid level, mechanical motion, humidity, density, combustion and chemical analysis. Control and regulator valves, servo mechanisms, process control computers and related products also rank high. This exhibition will run concurrently with BIAS, the large international automation and instrumentation show, on adjacent fair grounds. Call Sam Spaulding, 202-967-4508.

Audio-Visual Educational Aids Exhibition. Tehran Trade Center. Nov. 17-21. Market research points to a booming market in Iran for audio-visual educational materials during the next several years. The Iranian Fifth Development Plan (1973-77) calls for more than $6 billion to be spent on education. Call Don Ryan, 202-967-4652.

Business Equipment Exhibition. U.S. Trade Center, Taipei. Nov. 18-22. Taiwan continued its remarkable economic growth during 1973, and into 1974. Imports from the U.S. increased 75 percent in 1973 over 1972, reaching a 25 percent share of Taiwan's total imports. Imports of business equipment into Taiwan are expected to be ap-

Sales opportunities in 4 U.S. commercial exhibitions, 8 catalog exhibitions, 34 shows at U.S. Trade Centers, 1 trade mission and 3 technical sales seminars are being offered to present and potential U.S. exporters between now and March.

Each Trade Center exhibition is limited to one particular line of products and centers are located in Beirut, Buenos Aires, Frankfurt, London, Mexico City, Milan, Paris, Seoul, Singapore, Stockholm, Sydney, Taipei, Tehran, and Tokyo. For further information on the Trade Center shows described or for more facts on U.S. exhibitions, **write:** *Director, Office of International Marketing, Room 4015, U.S. Department of Commerce, Washington, D.C. 20230.*

U.S. specialized trade missions and technical seminars are comprised of groups of U.S. businessmen organized by the U.S. Department of Commerce to travel abroad to promote the export of U.S. goods and services produced by their particular industry. **Write:** *Trade Missions, Room 4219, U.S. Department of Commerce, Washington, D.C. 20230.*

proximately $20 million in 1974, with some $7 million coming from the U.S. While GNP is growing at around 8 percent this year in spite of the energy crisis, estimated growth of the business equipment market is 18-25 percent per year for the next three years. Principal equipment in demand includes: electronic equipment, pocket and programmable calculators, mini-computers, accounting machines, photocopying and other duplicating equipment, advanced model cash registers, microfilm equipment, time recorders and other general office equipment such as binding and collating machines, and sophisticated filing systems. Contact Monroe Aderhold, 202-967-2051.

Electronica 74. Munich. Nov. 21-27. Commerce will have an American trade section at this major event, the world's largest trade fair for the electronics industry, covering electronic components, test and measuring instruments, and production equipment for the electronics industry. Phenomenal results by U.S. participants at the last Electronica plus recent market information indicates outstanding success for exhibitors in the American section of this show. Call nearest Commerce District Office.

Minicomputers and Peripherals. Paris Trade Center and Frankfurt Trade Center. Nov. 25-28 and Dec. 3-6, respectively. Commerce is sponsoring these two exhibitions to facilitate participation in both; however, an exhibitor may elect to participate in either one. The outlook for sales of minicomputers in both France and Germany during the 1973-77 period is extremely favorable. Participants in previous exhibitions of this type have reported excellent results and market research indicates the potential to exceed even these successes. Call Don Schmadel, 202-967-2177.

High Performance Production Materials. London Trade Center. Dec. 2-6. The United Kingdom is one of the world's largest buyers of U.S.-manufactured high performance products and use of these materials is expected to grow at a high rate for many years. British manufacturers have expressed special interest in specific new techniques and materials for producing reinforced plastics, high-temperature/high pressure plastics, super alloys, sintered and other powder metal forgings and castings and silicon carbide ceramics. Other products with high sales potential include: plastics and resins; glass fiber reinforced plastics; carbon fiber reinforced composites; asbestos reinforced plastics; special metals and alloys; powder metals; and special ceramic and nonceramic refractory materials. Call C. Edward Walls, 202-967-4256.

Home and Office Furnishings (JEEP). Singapore Trade Center. Dec. 4-6. The boom in home and office construction in Singapore and rapidly increasing personal incomes offer an excellent opportunity for U.S. interior decorating firms and manufacturers of high quality household and office furniture, carpeting and other products for interior decorating, to enter the Singapore market. This exhibition, limited to new-to-market U.S. firms, is designed to locate representatives who will handle sales on a continuing basis. Call Fred Farmer at the Greensboro, N.C. District Office, 919-275-9111.

Pollution Control Equipment. Stockholm Trade Center. Dec. 9-13. U.S. manufacturers and suppliers of air and water pollution control equipment, solid waste treatment equipment and noise abatement equipment have an outstanding opportunity to introduce new products and improve their share in the expanding Scandinavian market by exhibiting at this show. Recent market research conducted in Denmark, Finland, Norway and Sweden points to continued high demand, especially for sophisticated detection and control equipment. Call Maurice Peters, 202-967-4462.

Textile Machinery Fair. Sao Paulo. Jan. 11-19. A boom in Brazil's textile industry has created excellent market conditions for U.S. suppliers of textile machinery. The value of Brazilian textile exports jumped from $42 million in 1970 to a projected $200 million in 1974. At the same time, production for domestic consumption has been rising about 10 percent a year in real terms, with total production in 1973 reaching an estimated 575,000 metric tons. The Fair will form part of the semi-annual Brazilian National Textile Machinery Exhibition (FENIT). Call Peter Field, 202-967-3871.

Modern Merchandising. Frankfurt Trade Center. Jan. 14-17. The U.S. is one of Germany's leading suppliers of point-of-sales equipment, materials handling equipment, security equipment, background equipment and other equipment for the wholesale and retail trade. Purchases of merchandising equipment are expected to grow rapidly during the next three years, with continued imports from the U.S. Call William Dawson, 202-967-5381.

Avionics and Airport Support Equipment. Milan Trade Center. Jan. 14-18. The Italian aviation industry is commencing an upsurge in development of new aircraft and modernization of airports and support equipment. With new designs and future development work already in progress and the continuous influx of tourists and jumbo jets, the Italians require the most advanced and updated forms of equipment. Rough estimates put Italian market potentials for avionics equipment in 1975 at $28-$31 million, while the market for support equipment is virtually unlimited. The Italian Government has recently approved the expenditure of $159.5 million over a four-year period for airport support equipment. Call Mara Yachnin, 202-967-2434.

Industrial Instrumentation. Mexico City Trade Center. Jan. 20-24. The Mexican market for instruments for use in industrial applications is growing at a rate approximately twice as fast as the economy in general. Opportunities are open to manufacturers of industrial process control, materials test and analytical instrumentation, as only basic instrumentation is produced in Mexico and U.S. equipment is well known and usually preferred. Call Porter Clary, 202-967-5040.

Automotive Diagnostic and Repair Equipment Exhibition. Tehran Trade Center. Feb. 2-6. The Government of Iran has committed $140 million for expansion and modernization of vehicular production and assembly facilities between 1973 and 1978. As a result, vehicle registration is expected to exceed one million by 1978 (double the 1973 figure), which will greatly raise demand for subject equipment. Research has indicated an excellent market in Iran, since the country produces none of this equipment and relies entirely on imports. This exhibit will be the first concerted effort to promote U.S. exports in this product category to Iran. Contact Michel Smith, 202-967-4652.

Microwave Technology Exhibition. Paris Trade Center. Feb. 3-7. The French market for microwave systems and equipment, circuits, components, test and measuring instrumentation is expected to expand sharply in the next few years. Spurred by a need to update outmoded communications systems and to utilize microwave applications for various military and industrial needs, the French are expected to spend over $960 million on microwave products from 1974-1977. American made or designed equipment and components account for a leading share of this splendid market. Call Eugene Shaw, 202-967-2177.

Power Sources — Energy 75. Milan Trade Center. Feb. 8-12. The energy crisis has redirected attention toward power generation and related equipment. The Italian market for power equipment, both primary and standby, is open, broad and very promising for American producers as they can offer the most advanced products in terms of performance, reliability and automation. Market research concludes that the outlook for imports from U.S. suppliers looks especially good in the growing nuclear generation field. There is strong interest as well in geothermal and solar power, and other new approaches to power generation. The exhibit will be held in conjunction with INTEL 75 —1st International Exhibition of Electrical Engineering. Call Carolyn Allen, 202-967-2434.

Automotive Diagnostic and Repair Equipment. Offsite Trade Center Show, Beirut. Feb. 10-14. Up to 15 U.S. firms will have the unusual opportunity to participate in this event in tandem with a similar Trade Center show in Tehran Feb. 2-6. The site is the Industry Institute in Beirut. As a hub of commercial and financial activity in the Middle East, regularly attracting business visitors from throughout the region, Beirut is a logical site for an exhibition designed to capitalize on the rapidly expanding market potential in such target markets as Saudi Arabia, Kuwait, the United Arab Emirates and other Gulf states, in addition to Lebanon. Growing consumer affluence in these countries promises a steadily increasing demand for automobiles, accessories, and parts, and offers excellent opportunities for sales of servicing and repair equipment. Contact Michel Smith, 202-967-4652.

Plastic Production Equipment. Mexico City Trade Center. Feb. 10-14. With an increase in purchases of plastics production equipment on the order of 40 percent annually over the last several years, Mexico's market for U.S. equipment in this category is excellent. Now a producer of petrochemicals,

Mexico aims at future self-sufficiency in plastics feedstocks, so expansion in the industry continues. Call Porter Clary, 202-967-5040.

Materials Test Instrumentation and Equipment. Frankfurt Trade Center. Feb. 11-14. An increase in both public and private research and development activity combined with more exacting specifications imposed by industrial customers has greatly strengthened the German market for materials test instrumentation and equipment. Imports of selected testing instruments are likely to reach $68 million, of which the U.S. share is expected to be 28 percent. Call Don Schmadel, 202-967-2177.

Pulp, Papermaking and Converting Equipment Exhibition. U.S. Trade Center, Paris. March 3-7. U.S. manufacturers of the broad range of machinery, equipment and instrumentation used in the pulp and paper industry have a special opportunity to enter or increase sales in this fast growing import market. With the demand for paper skyrocketing, local manufacturers fall far short of meeting equipment needs. Furthermore, strict pollution control regulations and the ongoing modernization trend are resulting in demand for the most sophisticated process control and pollution control equipment and instrumentation. There is also much interest in waste paper processes. Call Robert B. Wallace, 202-967-3748.

Apparel Manufacturing Equipment Exhibition. Frankfurt Trade Center. March 18-21. Inflationary factors and labor scarcity are inducing apparel manufacturers to streamline operations to reduce overhead and maintain competitive prices and output. Sales potential is high for most types of automated, labor saving or cost cutting production equipment and specialties. With easing of bank credits and interest rates, and elimination of investment taxes on capital goods, apparel makers are in position to purchase. Equipment sales are steadily climbing. An annual increase of 6.25 percent is projected through 1977 in Germany. Call Charles Whitley, 202-967-5381.

Czechs Set Prague Exhibition

Easy access to the Czechoslovakian market for manufacturers of heating and air conditioning equipment will be provided by "Pragotherm '74", the 7th International Exhibition of Heating and Air Conditioning Technology. Sponsored by the Ministry of Fuel and Power and the Ministry of Heavy Machine Industries, the Exhibition will take place in Prague, Oct. 14-19. From Oct. 16 to 18 there also will be a conference on the air conditioning of superclean premises, such as computer centers. Write: MADE IN (Publicity), Pragotherm '74, 111 44 Praha 1, Opletalova 5, Czechoslovakia.

Poland Stages Catalogue Show

The Polish Chamber of Foreign Trade and the Polish Center of Scientific, Technical and Economic Information are sponsoring the Tenth International Exhibition of Producers Literature, Sept. 12-17. Essentially a catalogue show, a wide range of industries are invited to participate, including: educational aids, transportation, engineering, chemicals, agriculture, and most capital goods industries. Following the exhibition, the Center will distribute catalogues to industrial organizations in Poland.

There is no charge to exhibitors of catalogues. Three copies of each catalogue are required. Detailed participation information can be obtained from the Center for Technical Progress, Mariana Buczka St., P.O. Box 454, 40-955 Katowice 2, Poland.

Licensing, Investment Abroad

Licensing and investment proposals from foreign firms are listed in these columns. Specific product interests in each proposal are highlighted in bold type to facilitate identification and each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification (SIC) Manual.

Background information on opportunities abroad and assistance on overseas investments are available from the Foreign Investment Services Staff, U.S. Department of Commerce, Washington, D.C. 20230. "P" numbers should be used when responding to specific proposals.

WTDR indicates that a World Traders Data Report containing financial and background information on the foreign firm is available for $15 from the Export Information Division, Room 1313, U.S. Department of Commerce, Washington, D.C. 20230, or from any Commerce Office.

OPIC indicates that the country involved is eligible for investment insurance coverage written by the Overseas Private Investment Corporation. Information regarding applicable coverage may be obtained from OPIC, Washington, D.C. 20527.

2021 — TAIWAN — A licensing and/or joint venture arrangement is sought for production of **quality ice cream.** The company, established in 1971, has been importing and exporting construction machinery, instruments and industrial chemicals. Plant is expected to produce 75,000 gallons of ice cream monthly which will be sold through chain stores throughout the island. Financial participation, machinery, technical know-how and trademarks are sought. Firm will offer U.S. partner 50 percent interest in the project. David W. Lee, General Manager, Golden Phoenix International Co. Ltd., P.O. Box 3269, Taipei, Taiwan. P-74382. OPIC.

2300 — LEBANON — Businessman is seeking technical assistance and trademark from American **clothing** manufacturer. Proposals from manufacturers of men's, women's and children's outerwear would be of interest. Products will be marketed in Arab countries and possibly nearby European countries. Foreign Investment Services Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. WTDR. P-74402.

2599 — SWITZERLAND — Manufacturer and distributor of **tubular steel and aluminum furniture and appliances** seeks license to manufacture similar products. Metal camping, hiking or sporting goods are of particular interest. Established in 1946, the firm employs 20. It sells in Switzerland and neighboring countries in Central Europe. Alexandre Bryner, Sales Manager, Tuborex, chemin de la Chavanne, 1196 Gland, Switzerland. P-74383.

2819 — INDIA — Seeks U.S. technology for manufacture of **gamma ferric oxide for coating tapes used in tape recorders.** Requirements for raw materials, machinery and collaboration terms will be discussed with prospective collaborators. Firm established in 1969, employs 48, has annual sales of $130,000, manufactures hard and soft ferrite materials and components. It has received letter of intent from Government of India to produce four tons of gamma ferric oxide which may later be expanded to eight tons annually. R. N. Mital, Managing Director, Ferro Electrics Private Ltd. (FEPL), Uppal, Hyderabad 500039, India. P-74384. OPIC.

2819, 2821, 2843, 2891 — TURKEY — Seeks licenses to produce **textile, leather, paper, metal, construction and industrial glues; also auxiliary textile, leather and metal processing chemicals (primarily textile and leather assistants and finishers.)** Firm produces these items, wants to improve and expand production. Company also ready to begin feasibility studies for producing two new chemicals **sodium bichromate** and **polyvinyl alcohol,** and seeks technical know-how and possibly capital for these projects. Firm established 1953, currently produces 1,500 tons of chemicals per year. Dr. Ing. Iscimenler Kimya Sanayii, 1571 Sokak No. 8, Cinarli-Izmir, Turkey. WTDR. P-74385. OPIC.

2873 — INDIA — Seeks technical know-how to produce **ammonia and urea** in the Gujarat State. Firm, a state fertilizer company producing variety of fertilizers, has received Indian Government permission to manufacture 1,350 tons per day of ammonia and 1,600 tons per day of urea. The ammonia will be made from fuel oil feedstock. For further information write: Executive Director (Operations), Gujarat State Fertilizers Co., Ltd., P.O.: Ferlitzer Nagar-391750, Dist: Baroda. (Gujarat State)—India. P-74396. OPIC.

2875 — GHANA — Seeks financial and technical collaboration to build a **steam granulation type fertilizer mixing plant.** Government of Ghana will own 60 percent which may have capacity of 50,000 or 150,000 tons annually. Seth D. Kyer, Capital Investments Board, P.O. Box M193, Accra, Ghana. P-74397. OPIC.

2891 — FRANCE — Seeks license to manufacture **cement, adhesives, and caulking compounds (neoprene, polyurethane, vinyl acetate base)** for the building, paper, plastic, wood, metal and shoe industries. Established in 1947, firm employs 60, has annual sales of $700,000. It currently manufactures floor and funrniture polish, shoe polish, and specialty products for leathers and hides. Vincent Sidem, Sales Manager, La Chevrette, 92 boulevard Gallieni, B.P. 30, 92390 Villeneuve la Garenne, France. P-74398.

3431 — KUWAIT — Kuwaiti company seeks to establish a **sanitary ware** factory in Egypt manufacturing porcelain and ceramic bathroom fixtures. Factory will be located at a free port with much of the production being exported to Arabian Peninsula countries. Cost of project ranging between $8 and $20 million. Firm desires to work with a U.S. company either through equity participation or management contract. Sufficient capital for project is available. Kuwaiti company does not insist on foreign participation, but has reservations about working with a company already represented in Kuwait because of possible friction with local competitors. Khaled Al-Shaya, Mohamad Hmood Al-Shaya Co., P.O. Box 3286, Kuwait. P-74401.

3443, 3589 — AUSTRIA — Seeks licenses to manufacture **methane gas digesters for small systems, installations for towns of up to 25,000 inhabitants and for large agri-**

cultural establishments; water conditioners for industrial purposes and swimming pools, including decontamination and purification; and waste water reclamation equipment (mechanical, chemical and biological) for towns of up to 10,000 population. Also interested in producing **drinking water filters for systems serving small towns with 500 to 5,000 population; and industrial waste water conditioners for automotive repair shops.** Firm is prepared to purchase certain necessary components and parts that cannot be made in Europe. It specializes in various technological processes, employs around 45, and is active in several European countries. Dipl. Ing. Heinrich Kinast, Theodebertstrasse 1, A-5020 Salzburg, Austria. Interested U.S. firms are requested to send copy of their correspondence to U.S. Embassy, 1X Boltzmangasse/6, A-1091, Vienna, Austria. P-74386.

3500 — FRANCE — Seeks licenses to manufacture **specialized equipment for diesel engines (minimum 150 hp.), compressors, accessories for lift trucks and LPG equipment.** Firm also wants to work as subcontractor on specific machinery not produced in large quantities. French firm is engaged in precision engineering; produces carburetors, filters and motors. Has two subsidiaries and employs 500. I. Bardou, General Manager, DEMOLIN, 83 rue La Fontaine, 75016 Paris, France. P-74388. Copies of firm's product literature (in French) are available from Foreign Investment Services Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230.

3500 — GERMANY — Major manufacturer of large machinery seeks to diversify. Wants to produce under license **electronically controlled machines** which could be produced in large quantities and distributed through the firm's distribution network; **electronic/electromechanical systems,** possibly in conjunction with special machines, whose development has been completed or can be further refined; and **machines with precision requirements,** up to a maximum total weight of 4 tons, which can be produced in series. Company operates modern facilities, employs about 2,000 and has worldwide marketing facilities. Miss Doris Atkind, Trade Promotion, European-American Banking Corp., 10 Hanover Square, New York 10005. P-74387.

3532 — INDIA — License to manufacture **tungsten carbide, rock roller drill bits for oil, water and deep drilling.** Plans call for production of 3,000 drill bits by third year of operation. In initial stages bits would be imported from the U.S. licensor. Indian firm also prepared to purchase necessary equipment and raw materials not available on domestic market. There is an increasing demand in India for drill bits which has been met largely through imports. Indian firm is engaged in consulting engineering and product development related to flameprof drills, coal mining equipment and other products. Owner has excellent background in mining industry. V.B.K. Murty, Proprietor, K.S. Associates (KSA), 16 Kohinoor Bldg., 105 Park St., Calcutta-700016, India. WTDR. P-74389. OPIC.

3559 — GERMANY — Manufacturing rights for **pollution control equipment and/or systems.** Firm presently produces iron and steel products, including tubular steel platform systems. Sales force operates throughout Germany, and company also exports to other European countries. It has modern manufacturing facilities and capacity to expand production. Mr. Heidenreich, Bera Berliner Rahmengeruest GmbH., 1000 Berlin 20, Brunsbuetteler Damm 155a, West Germany. P-74390.

3630 — ECUADOR — Seeks license to manufacture **electric housewares.** Product interests include food blenders, mixers, waffle irons, coffee makers, toasters and skillets. Estimates production in first year at 15,000 units. Needs technical assistance and equipment. Components would be imported from U.S. licensor. Eighty percent of output for domestic market. Presently produces aluminum kitcheware; sister company makes household refrigerators. Write (in Spanish, if possible) to Plutarco Aviles-Cepeda, General Manager, Durex S.A., P.O. Box 7481, Guayaquil, Ecuador, WTDR. P-74400.

3651 — TAIWAN — Manufacturing rights for **HF, VHF and UHF communication radios.** Interested in both portable and stationary types. Needs technical know-how. Would market on Taiwan and other Asian countries. Canwin .TK. Lin, Managing Director, Greatest Enterprise & Engineering Co. Ltd., 120 Chang Chun Road, Taipei (104), Rep. of China. P-74391. OPIC.

3679 — INDIA — Seeks license, joint venture to manufacture **electronic components.** Plans to establish a 100 percent export oriented facility at the Santa Cruz Electronics Export Processing Zone in Bombay. Will produce capacitors and resistors; semiconductors including integrated circuits; magnetic tapes; connectors; stringing of memory cores and preparation of memory stacks; potentiometers and relays; magnetic heads; and printed circuit boards. U.S. participant offered up to 50 percent equity in project. The Indian company makes enameled copper wire and cotton, silk and paper covered wire and strips. Indian project manager is an electronics engineer, educated in United States. Santosh K. Jain, Senior Project Executive, Hindustan Wire Products Ltd. (Electronics Division), 1774 Bhagirath Palace, Delhi-110006, India. WTDR. P-74399. OPIC. Further information on this opportunity and the Santa Cruz Zone is available from Foreign Investment Services Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230.

3679 — INDIA — Manufacturing rights for **midget electrodes (carbon rods) for dry cell batteries.** Firm also welcomes equity participation up to 40 percent. Company plans to produce 350 million midget electrodes annually. It is presently implementing project to establish dry cell battery plant in collaboration with a German firm. Indian concern is part of the J. K. Organization, a large company with diversified business interests. M. S. Masaun, Project Engineer, Madhya Pradesh Industries Ltd. (MPIL), "Nehru House" (3rd Floor), 4 Bahadur Shah Zafar Marg, New Delhi-110001, India. WTDR. P-74392. OPIC.

7011 — FRANCE — Owners of a 100-bedroom hotel which opened in 1850 wish to sell the property. The hotel, in the center of Bordeaux, includes a restaurant, several lounges, bar and night club. Asking price is about $1.2 million. Foreign Investment Services Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. P-74403.

8062, 8361 — ISRAEL — Firm is seeking a U.S. partner to **expand an existing hotel to include an old age home of about 100 apartments with all facilities, plus a special building to house medical services.** Hotel is in Arad and has 107 rooms, bar, and plot of land. Firm has started construction of 200-room hotel/medical center in Ein Bokek which is in its preliminary stages. Each venture can be considered as a separate or joint project. Foreign Investment Services Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-74395. OPIC.

7011 — MOROCCO — The American Consulate in Tangier has prepared a report on **tourism in Tangier** which will be useful to companies planning to undertake business in tha area. Report describes tourism potential in Tangiers as compared with other cities in Morocco; gives figures on visitors to and current hotel space in Morocco; and mentions several problems in development of Tangier's tourism potential. Copies of the seven-page report may be obtained (on loan) through Foreign Market Reports Unit, Room 1033, U.S. Department of Commerce, Washington, D.C. 20230. Please specify document number DIB-740-7048. P-74361. OPIC.

7011 — SWAZILAND — Owners of an established **40-bed hotel** wish to sell their hotel. On outskirts of Mbabane, hotel has a main building and several detached thatched roof rondavels all with private baths. Lounges, conference rooms and bars are also maintained. Facilities are on 12 acres of land overlooking Ezulwini Valley where other main tourists attractions are located. Foreign Investment Services Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-74393. OPIC.

7992 — YUGOSLAVIA — An established tourist organization is seeking a U.S. joint venture to introduce **golf** to Adriatic coast. Initial site of an 18-hole golf course would be at Porec on Istrion Peninsula (North Adriatic) where firm has large real estate holdings and where it operates a number of hotels and entertainment and sports facilities. Firm seeks long-term commitment of expertise by foreign partner. Foreign Investment Services Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-74394. OPIC.

Dominican Tourism Promotion Spurs Investment Opportunities

In its efforts to promote tourism in the Dominican Republic, the Government has established Law No. 153, on Promotion and Incentives for Tourism Development. The law generates opportunities for U.S. exporters and investors in the tourism, hotel supply, construction, transportation and related fields. Copies of the law are available on loan from the Foreign Market Reports Unit, Room 1033, U.S. Department of Commerce, Washington, D.C. 20230. Please specify document No. DIB-740-7049. P-74341. OPIC.

Somalia Asks Prices, Catalogs

Somalia's Ministry of Education, under a UNESCO program, is planning to set up a vocational training center in Mogadiscio and would like to purchase equipment from the United States. Project is estimated at U.S.$2.3 million and will be financed through a loan from the International Development Association. Firms interested in providing price quotations and catalogs for teaching tools, machinery, automotive parts and equipment should furnish information via airmail direct to: Mr. Harding, UNESCO, P.O. Box 24, Mogadiscio, Somali Democratic Republic.

Zambian Firm Seeks Logging Aid

The Zambian firm GRZ Parastatal Corporation, a subsidiary of Indeco Ltd., wishes ideas and technology to aid it in making more efficient use of lumber resources, which include Rhodesian Teak, Wildesering, Heglig, Mgando, East African Afrormosia and Albizia. U.S. companies able to offer suggestions would conceivably have the inside track for provision of necessary equipment. Interested firms should write Indeco Ltd., Box 1935, Lusaka, Zambia, Attn: D. Saunders.

Foreign Trade Inquiries

These trade opportunities are based on reports received from the U.S. Foreign Service by the Trade Opportunities Division, Room 1322, U.S. Department of Commerce, Washington, D.C. 20230. The commodities in which foreign firms have interest are indicated by the five-digit numbers and commodity classifications which are from the Standard Industrial Classification (SIC) Manual and the Numerical List of Manufactured Products, 1972 Census of Manufactures.

U.S. firms should be aware that the listing in Commerce Today *of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the Department of Commerce pursuant to the Export Administration Act of 1969. Applicable export licensing regulations must be followed.*

Every effort is made to include only traders with good reputations. However, the Department cannot be responsible for any trade relations.

Abbreviations used are: I (importer); D (distributor); M (manufacturer); A (agent); R (retailer). To avoid delays, requests for loan material must specify country, commodity, foreign government agency.

WTDR indicates that a World Traders Data Report on this specific firm is available at $15 from the Export Information Division, Room 1313, U.S. Department of Commerce, Washington, D.C. 20230. A WTDR is a trade profile which contains commercial information, including financial references, on an individual foreign firm. Orders must include complete name and address of the subject firm and be accompanied by payment. Further information concerning WTDRs and request forms are available at each Commerce District Office.

Direct Sales

Foreign enterprises are interested in direct purchases of these products. See also "Representations" listings.

Building construction

●15100 — **TUNISIA** — Construction of an aluminum trifluoride plant at Bages, to include: a) one unit for production of fluosilic acid using fluorous vapors from phosphoric acid plant, (b) one unit for production of aluminum triofluoride from reaction of fluosilic acid on alumina, and c) one unit for utilities production. This plant will be integrated in the existing chemical complex of Industries Chimiques Maghrebines (ICM) at Bages in southern Tunisia. It will be operated according to methods freely chosen by the contractor. Bid deadline Sept. 30. Tender documents and specifications available from ICM, 22, rue Pierre de Coubertin, Tunis, for a $1,000 bank guaranty. Offers in quintuplicate in French are to be received at ICM together with a bid guaranty as spelled out in article 29 of the contract which is part of the tender documents.

Heavy construction, except highway and street construction

●16200 — **THAILAND** — Supply and construction of 115 kv., 3 phase, 50-cycle transmission line between Kanchanburi substation and Ban Chao Nen switchyard (approx. 71 kms.) on a turnkey basis. Work includes surveys of tower locations, clearing of access road, subsoil investigation, and tower foundation. There are an estimated 215 towers required. After galvanizing, towers are to be coated with solution of dichromate to prevent white storage stain. Towers are to be for single circuit line, except for double circuit line 2 kms. before reaching Ban Chao Nen switchyard. Conductor to be 477 mcm ACSR strung from galvanized steel towers, with one nominal size ⅜" diameter galvanized steel overhead ground wire also strung for entire length of line. Project (tender No. TL 102) is financed by an Asian Development Bank General Fund loan. Bid deadline July 23. Tender documents available from the Electricity Generating Authority of Thailand, Nonthaburi.

Pulp mills, products

●26100 — **IRAN** — Iranian Tobacco Co. requires 50 tons of blue and 50 tons of pink paper with substance of 60 grams/M2 ± 2 grams and provided in bobbin widths of 158 MM. Bid deadline July 28. Copy of tender containing complete specifications and conditions is available from Construction and Forest Products Division, DIBA, Room 2113, U.S. Department of Commerce, Washington, D.C. 20230. ★202-967-3534.

●26100 — **IRAN** — Iranian Tobacco Co. requires 600 tons of yellow paper in bobbins having substance of 110 grams/M2 ±5. Of total, 400 tons to be provided in widths of 578 MM, remaining 200 tons in widths of 492 MM. Bid deadline Aug. 6. Also, 525 tons of blue paper in bobbin widths of 492 MM and 100 tons of red paper in bobbin widths of 589 MM having substance of 110 grams/M2 ±5. Bid deadline Aug. 3. Copy of tender containing complete specifications and conditions available from Construction and Forest Products Division, DIBA, Room 2113, U.S. Department of Commerce, Washington, D.C. 20230, ★202-967-3534.

Paper mills, products

26200 — **ICELAND** — Government purchasing department requires 8,000 reams of sheet cut newsprint for offset printing (machine type: Planeta-Variant). Specifications: sheet size to be 61.5 x 88.0 centimeters; paper to be short grain and guillotine-trimmed on four sides; substance to be 65 grams per square meter. Quote f.o.b. Norfolk price. No bid deadline. Delivery required December 1974/January 1975. Include catalog references, trade names, or other complete descriptions. Write Mr. Asgeir Johannesson, Director, Government Purchasing Department, P.O. Box 1441, Borgartuni 7, Reykjavik, Iceland. CABLE: Rikiskavp, Telex 2006 Riskskp Is; Tel: 26844.

26216 — **PARAGUAY** — Cement monopoly requests bids on 500,000 kraft paper bags, four plies, 70 grams/M2 with automatic filling valve; glued bottom, reinforced top, printed, size 625 x 490 x 90 mm. Also, 500,000 kraft paper bags, three plies. Two plies to be 80 grams/M2 and one ply to be 90 grams/M2. Other specifications same as above. Also, 100 tons kraft paper, 70-80 grams/M2, in rolls of 109 centimeters width. To be used for local cement bag manufacturer. For more details and conditions of sale, contact: Gerencia Commercial, Industria National de Cemento, Calle Estrella 625 Cuarto Piso, Asuncion.

Drugs

●28300 — **SRI LANKA** — Supply of drugs and pharmaceuticals. Tender DHS/5/1. Bid deadline July 31. The Chairman, Tender Board (DHS Supplies), State Pharmaceuticals Corporation of Sri Lanka, 2 Gregory's Ave., Colombo 7. Specifications in English available from U.S. Department of Commerce, BDC, Room 2130, Washington, D.C. 20230, ★202-967-3910.

Agricultural chemicals

●28700 — **PERU** — Urea, granulated and coated, 45/46% N, no more than 1% biuret content, 195,000 metric tons; ammonium sulfate, free flowing, 21% N, 65,000 metric tons; diammonium phosphate, granulated, 18% N, 50,000 metric tons; triple superphosphate, granulated, 46% P_2O_5, 26,000 metric tons; potassium chloride, 60/62% K_2O, 13,000 metric tons; potassium sulfate, 50/52% K_2O, 13,000 metric tons; magnesium-potassium sulfate, 22% K_2O and 18% MgO, 2,500 metric tons; granulated complex fertilizer, 15% N - 15% P_2O_5 - 15% K_2O, 20,000 metric tons; granulated complex fertilizer, 12% N-24% P_2O_5-12% K_2O, 15,000 metric tons; and granulated complex fertilizer, 12% N-12% P_2O_5-17%K_2O and MgO, 5,000 metric tons. Tender No. Gerencia 436-74. Bids should be submitted as soon as possible to Ing. Augusto Gamio Palacio, General Manager, A.I., Fertiperu-Empresa de Fertilizantes, Casilla 2147, Lima 1. General conditions of tender available from Chemicals and Rubber Program, BDC, Room 458, U.S. Department of Commerce, Washington, D.C. 20230, ★202-967-5497.

●28700 — **DAHOMEY**—Agricultural chemicals: urea, 04,00 tons; double superphosphate, 4,000 tons; DDT, 400 tons; sulfur, 500 tons, toxaphene, 300 tons; methyl parathion, 100 tons; and borax, 300 tons. Tender number and bid deadline not specified. Bids should be forwarded to Directeur General, Direction Generale de la Sonaco, B.P. 1292, Cotonou. For specifications and further details, contact the agency in Dahomey.

Fabricated rubber products

3069423 — **BELGIUM** — Rubber (neoprene) carpets for coaches. Offers should be made for rolls having width of 91.44 cm. per shipment of 100 rolls. Mr. Van De Kerckhove, buyer, Carrosserie Jonckheere P.V.B.A., Schoolstraat 50, 8800 Roeselaere.

Steel mill products

●33100 — **ALGERIA** — 180 kilometers of coaxial cables. Tender No. 155/HM; bid deadline July 30. Direction Commerciale, Sonelac, Rue de Constantine, Kouba, Algiers. Correspondence in French required. Tender documents available at above address at $26.32.

●33100 — **ARGENTINA** — 100,000 mt. of blooms for billets; 370,000 mt. of slabs for re-rolling into sheets; 6,000 mt. coils cold rolled for tinplating. Jorge W. Aldasoro, Purchasing Manager, Sociedad Mixta Siderurgia Argentina, Somisa Avenue, Belgrano 1613, Buenos Aires. Correspondence in Spanish. Specifications available at above address.

●33100 — **BANGLADESH** — 635 mt. various sizes reinforcing steel bars ASTM 615, grade 40 equivalent to ASTM A15-65 intermediate type. Tender No. 6; bid deadline July 30. Mr. A. K. M. Fazlul Hoque, Director,

The Engineers Ltd., 48 Dilkusha Area, Dacca 2. Tender documents available at above address for $3.

●33100 — **BANGLADESH** — 90 mt. 7 mm. high tensile wire ASTM A421-65 type WA and 20 mt. high tensile 7 wire strand of ½ inch diameter ASTM A416-68 250K. Tender No. 4; bid deadline July 30. Mr. A. K. M. Fazlul Hoque, Director, The Engineers Ltd., 48 Dilkusha Commercial Area, Dacca 2. Tender documents available at above address at $3.

●33100 — **BURMA** — Various sizes and quantities of mild steel sections (channel and angles) to specification BS 4360/43A or equivalent. Tender No. 15(T) 11(E) 74-75; bid deadline July 11. The Managing Director, Burma Railways Corp., Bogyoke Aungson Street, Rangoon. Specifications available from Iron and Steel Program, BDC, U.S. Department of Commerce, Washington, D.C. 20230, ★202-967-2438.

●33100 — **BURMA** — Various sizes and quantities of mild steel sections (flat) to specification B.S. 4360/43A or equivalent. Tender No. 15(T) 12(E) 74-75; bid deadline July 11. The Managing Director, Burma Railways Corp., Bogyoke Aungsan St., Rangoon. Specifications available from Iron and Steel Program, BDC, U.S. Department of Commerce, Washington, D.C. 20230, ★202-967-2438.

●33100 — **BURMA** — Various sizes and quantities of steel wire rope. Tender No. 15(T) 18(MC-ML-E) 74-75. Bid deadline July 22. The Managing Director, Burma Railways Corp., Bogyoke Aungsan St., Rangoon. Specifications available from Iron and Steel Program, BDC, U.S. Department of Commerce, Washington, D.C. 20230, ★202-967-2438.

●33100 — **BURMA** — Various sizes and quantities of mild round steel bars. Tender No. 15(T) 16(ML) 74-75; bid deadline July 22. The Managing Director, Burma Railways Corp., Bogyoke Aungsan St., Rangoon. Specifications available from Iron and Steel Program, BDC, U.S. Department of Commerce, Washington, D.C. 20230, ★202-967-2438.

●33100 — **BURMA** — Various sizes and quantities of mild steel sheets. Tender No. 15(T) 17(ML) 74-75; bid deadline July 29. The Managing Director, Burma Railways Corp., Bogyoke Aungsan St., Rangoon. Specifications available from Iron and Steel Program, BDC, U.S. Department of Commerce, Washington, D.C. 20230, ★202-967-2438.

●33100 and 33500 — **EGYPT** — 15 tons galvanized steel wire ropes, 47 tons bright steel wire ropes, 370 kgs. spring steel wire, 455 kgs. annealed copper wire in coils of 1 kg., 75 kgs. hard copper wire, and 1,700 kgs. galvanized wire in coils of 5 kg. Tender No. 6-130/2974/30; bid deadline July 29. Suez Canal Authority, Procurement Department, Cairo. Specifications available at above address.

Rolling, drawing, extruding of nonferrous metals

●33500 — **FIJI** — Telephone cables of following types: PCUT and PCOT cables lead sheathed; distribution cable polythene insulated and sheathed; self-supporting aerial cable; terminating cable. The Department of Posts and Telecommunications, P.O. Box 40, Suva, Fiji. Tender documents available at Crown Agents for Overseas Governments and Administrations, 4 Millbank, London SW1P, England, quoting reference E2Y/FIJI PT WB 4/04513.

●33500 — **IRAN** — Medium tension cable and accessories and low tension concentric cables. Tender No. S/150/CA; bid deadline July 31. The Ministry of Water and Power, Satkab Co., Takhte-Djamshid Ave., No. 41/1, Tehran. Tender documents available at above address.

●33500 — **ALGERIA** — Various sizes and quantities of telephone cable. Tender No. 154/HM; bid deadline July 31. Direction Commerciale, Sonelec, Rue de Constantine, Kouba, Algiers. Tender documents, in French, available from Copper, Lead and Zinc Program, BDC, U.S. Department of Commerce, Washington, D.C. 20230, ★202-967-2438.

●33500 — **BURMA** — Various sizes and quantities of copper sheet, copper pipe and copper rod. Tender No. 17(T) 5(ML) 74-75; bid deadline July 11. The Managing Director, Burma Railways Corp., Bogyoke Aungsan Street, Rangoon. Specifications available from Copper, Lead and Zinc Program, BDC, U.S. Department of Commerce, Washington, D.C. 20230, ★202-967-2438.

Fabricated structural metal products

34433 & 36122 — **MEXICO** — Steam boiler, water tube type; 150,000 lbs./per hr.; 450 PSI. 3443323-0640. Steam boilers, two; water tube type; 150,000 lbs./per hr.; 450 PSI. Electric power transformers, three: one of 20,000 KVA; two of 25,000 KVA. Firm desires earliest direct contact with suppliers to discuss details of construction. Ing. Evaristo Morones R., Expansion Purchases Mgr., Celulosa Y Derivados, S.A. (Grupo Cydsa), Apartado Postal 1124, Monterrey, N.L.

Railroad equipment

●37400 — **MALAGASY REPUBLIC** — One ballast tamping, lining, and leveling machine, meter gauge. Bid deadline Aug. 7. Financing by IBRD loan. Monsieur L. Director, Reseau National Des Chimins De Fer Malagasy, Boite Postale 259, Tananarive. Correspondence should be in French. Loan copy of tender documents available from Transportation and Capital Equipment Division, Room 1128, U.S. Department of Commerce, Washington, D.C. 20230, ★202-967-3296.

●37400 — **TUNISIA** — 2,150 metric tons of rails, 25,000 bolts, 125,000 rubber base plates, 5,000 welding charges. Financing by IBRD loan. Tender documents available for $100 from Societe Nationale Des Transports, Avenue Habib Bourguiba, Tunis.

●37400 — **MALAGASY REPUBLIC** — Supply of one ballast tamping, lining, and leveling machine, meter gauge. Bid deadline Aug. 7. Financing by IBRD loan. Monsieur L. Director, Reseau National Des Chemins De Fer Malagasy, Boite Postale 259, Tananarive. Correspondence should be in French. Loan copy of tender documents available from Transportation and Capital Equipment Division, Room 1128, U.S. Department of Commerce, Washington, D.C. 20230. ★202-967-3296.

Machinery, equipment & supplies

50860 — **SAUDI ARABIA** — M.I.A. Siddiqui, Advisor, Abdul Mohsin B. Ali Almobarak, P.O. Box 709, Riyadh, requests hospital equipment and supplies, including beds, chart files, cabinets, examination coaches, chart carriages, chairs, stretchers, transport trolleys, refrigerators, etc. Above items are required by the Ministry of Health. Mr. Siddiqui is bidding for the tender, therefore wishes c.i.f. Jidda or Dammam prices with catalogs, delivery time, and all other relevant details before end July. Cable address Abdulmohsin, Riyadh; Telephone 22980 and 23129.

Representations

Foreign private firms are interested in agency agreements and/or distributorships for these products.

Abrasive, asbestos, nonmetallic mineral products

32927 — **BOLIVIA** — 22752 meters of asbestos-cement pipe of the following sizes: 22 meters of 650 mm; 1120 meters of 350 mm; 350 meters of 300 mm; 2790 meters of 250 mm; 4160 meters of 200 mm; 6370 meters of 150 mm; 7900 meters of 100 mm; 40 meters of 75 mm; Complementary accessories as indicated in specifications. Bid deadline is July 9. Complete specifications can be purchased for $B200 or $US10 from Comite De Obras Publicas De Santa Cruz, Casilla 218, Santa Cruz. WTDR 10/73. Comite De Obras Publicas De Santa Cruz, Convocatoria No. 34/74, Casilla 218, Santa Cruz.

Scrap & waste materials

50940 — **FRANCE** — Polished diamonds & gem stones. Miss Belinkoff, Pur. Mgr., Jacques Carcassonne, 29, Rue Drouot, 75009 Paris.

Antique, secondhand stores

5931X — **BANGLADESH** — Secondhand clothing. U.S. firms should deal on trial basis. Mr. Mafijuddin Ahmed, Mgr., K. B. & Sons (KBS), 69 Bangshal Rd., P.O. Box 464, Chittagong. WTDR: 5/74.

Future Construction Abroad

NIGERIA — The overall goal of the present **Lagos water supply expansion program** is to increase distributive capacity from 45 to 100 million gallons per day, in two phases: expansion of present facilities to accommodate an increase of 45 to 60 million gallons per day; and building of new facilities, incorporating a river obstruction, to pump an additional 30-40 million gallons per day into Lagos. Feasibility studies are now being conducted by the German consulting firm G.K.W., Loadipo Bateye Rd., Ikeja, Lagos State, Mr. Potthof, Resident Engineer, and should be completed by late 1974. It is expected that IBRD will become involved following completion of the feasibility studies, and will approve a loan in spring 1975. Prequalification of bidders for construction and equipment contracts relating to phase 1, and possibly phase 2, should take place around mid-1975. Opportunities for U.S. firms appear most promising in the area of water treatment facilities for both phases. There will also be substantial contracts let out for civil works and supply of pipes and fittings, pumps, etc. Plans are going ahead for **expansion and improvement of the Lagos sewer system.** The Lagos State Government has invited proposals from engineering consultants for a feasibility study. It is expected that a counsultant will be selected within two or three months. The Lagos State official for both projects is K. Thilaganathan, Chief Water Engineer, Lagos State Ministry of Works and Planning, P.M.B. 1015, Ikeja, Lagos State.

NIGERIA — The Federal Government has awarded contracts for the **four-lane, 68-mile Lagos-Ibadan expressway,** to three construction companies for a total contract value of $127 million. Grun Bilfinger, in joint venture with Julius Berger & Sons Ltd., Ijora Sawmill, P.O. Box 3643, Lagos, a $63 million contract for a 27-mile portion of the road, from Ikeja to Shagamu; Dumez (Nigeria) Ltd., 21 Marina, P.O. Box 2352, Lagos, a $39 million contract for the 24-mile stretch from Shagamu to Alapako; and Strabag Bau-Boag, 5000 Koln 21, P.O. Box 211120, West Germany, a $25 million contract for the 17-mile Alapako-Ibadan portion. The first two sections are expected to be completed by May 1977, and the latter portion by June 1976. Opportunities for U.S. business at this point appear largely limited to sale or lease of earthmoving equipment. U.S. firms may wish to contact the above firms.

JAMAICA — Work on the proposed **350-room hotel** in the Negril Development Area is to begin in June following signing of contracts. Revised estimated cost has been set at over U.S. $12 million. Rutland Point Hotel Ltd. has been set up as a subsidiary of National Hotels & Properties Ltd. and will be owner of the project. The hotel will be leased to a group headed by Mr. John Issa, current President of the Jamaica Hotel and Tourist Association. For further information contact: Contractors: Townend & Godfrey Brothers Ltd., 25 DeCarteret Rd., Mandeville P.O., Jamaica, tel: 962-2285. Developers: National Hotels & Properties Ltd., 32½ Duke St., Kingston, tel: 932-1965. Architects: Marvin D. Goodman & Associates, 5½ Waterloo Rd., Kingston 10, tel: 926-6241.

SWEDEN — The Swedish Parliament has approved construction of a **steelmaking plant at Lulea** on the far northeast coast, at a total estimated cost of $1.1 billion. The plant, an expansion of existing Norrbottens Jarnverk Aktiebolaget (NJA), will turn out 4 million tons of crude steel products annually. Plant, to be completed by 1980, will be equipped with oxygen plant, two blast furnaces, each with average capacity of 2 million tons of pig iron a year; sintering plant; and extensive storage facilities for raw materials and intermediate and final products. Greatly expanded coking plant will use gas byproduct. Also to acquire 3 LD converters, 8 continuous casting machines, 4 bridge cranes each able to lift 400 tons an hour, special limestone calcinating furnaces, specialized transport equipment for moving raw materials and intermediate products within plant, and a complex computer system for planning and controlling production and for handling sales information and other administrative matters. Government will contribute about one-quarter of total financing needs in form of increased share capital of existing government-owned NJA steelworks and will also provide an industrial location loan of about $300 million. Remainder will be borrowed on open market. Investment could offer important opportunities for U.S. suppliers of engineering services and steelmaking equipment and also of peripherals and services which will have to be set up during next five years. U.S. suppliers should direct their offers and inquiries to: John-Olof Edstrom, Managing Director, Norrbottens Jarnverk Aktiebolaget, S-951 00 Lulea 1, Sweden, tel: Lulea 10480. Questions of financing, American banks, and others should contact: Mr. Per Skold, Managing Director, or Mr. Seven Andren, Financial Director, Statsforetag AB, Fack, S-103 40 Stockholm 40, Sweden, tel: Stockholm 24-29-00. Statsforetag AB is a government holding company through which capital for Steelworks 80 will be funneled.

HONG KONG—A U.S. $13 million **mental hospital project** for the Medical and Health Department is under Government Committee's scrutiny. Buildings site will be on Lai Chi Kok Road. Interested U.S. manufacturers may wish to contact: Dr. Patrick Wong, Principal Medical & Health Officer, Medical and Health Department, Lee Gardens, Hysan Ave., Causeway Bay, Hong Kong; Mr. A. E. Starling, Chief Hospital Secretary, Medical and Health Department, same address as above.

HONG KONG — A HK$24 million **Fire Services Department headquarters and principle fire station building project** is under Government Committee's scrutiny. Site will be on the Wanchai Reclamation, Hong Kong, about 100 yards east of the new Cables and Wireless Building. Interested U.S. firms contact Mr. J. M. March, O/C Planning and Research, Fire Services Department, 323 Java Rd., North Point, Hong Kong.

HONG KONG — Kumagai Gumi Hong Kong Ltd., Rm 1204-6, 18 Carnavon Rd., Kowloon, Hong Kong, was awarded a U.S. $44.4 million contract for building of the **first stage of the Tuen Mun Road,** linking Tsuen Wan and Tuen Mun. This is part of the new Territories Development Program. Construction will start later this year. Scott Wilson and Kirkpatrick & Partners, Consulting Civil Engineering, 1720 Star House, Salisbury Rd., Kowloon, Hong Kong, will be supervising construction work. Interested U.S. firms contact Mr. H. Ikeda, Kumagai Gumi H.K. Ltd., address above.

INDIA — The Metropolitan Transport Project (Railways) office in Bombay has drawn up plans for a **mass transportation system** in Bombay, calling for an investment of $112.5 million in its first stage, and involving construction of 64 kilometers of mass transit railroad network (partly elevated and partly underground) in two phases. According to Mr. B. P. Shenoy, Chief Engineer, $13.75 million will constitute the import content. Government of India plans to request IBRD assistance to cover costs of imported equipment. Purchases will be made by global tenders. The Government of India, Ministry of Railways, Rail Bhawan, Raisina Rd., New Delhi, hopes to implement project by end of 1976.

SIERRA LEONE — The Federal Republic of Germany has made a 6.5 million Leone loan (Le 1=$1.20) for construction of the rural section of the **Freetown-Waterloo Road.** This section runs from Waterloo to Kissy, a suburb of Freetown. ABU, formerly known as Wahmann Abu, has been given the contract. A preliminary design study of the urban section has been completed by Overup and Partners, 30 Howe St., Freetown, under UNDP financing. UNDP is holding reserve funds for a final study, estimated to cost around $50,000, that would concentrate on effects of the road on future planning of urban Freetown. The urban section would run from Kissy through the heart of Freetown. The government official responsible for the project is J. R. Jarrett-Yaskey, Professional Head, Ministry of Works, Freetown.

YUGOSLAVIA—Port of Bar has applied for a $30 million World Bank loan to finance **expansion of port facilities** from present capacity of 1.2 million tons to 3.8 million tons in 1976. The port will purchase $6 million in foreign equipment in early 1975. Port officials are interested in U.S. port and cargo handling technology as well as direct contacts with U.S. manufacturers. Equipment needed includes: five 8-ton capacity each cranes; four 5-ton capacity each mobile cranes; grain, phosphate, bauxite and scrap iron transporters; two 800-1200 horsepower tugboats; 30,000-ton capacity grain silo equipment; forklifts; tractors; pullettes; one universal locomotive. Port officials at this time would like to obtain information on U.S. equipment and technology, through direct contact, catalogs, etc. Interested U.S. firms may contact Georgije Mararenko, Commercial Director, Preduzece Luka Bar, Bar, Jugoslavija. Telex: LUBAR 61139. Tele: 22-022.

AUSTRALIA—Broken Hill South has plans to **develop a two-billion-ton phosphate deposit** at isolated Lady Annie, 80 miles north of Mount Isa, in Queensland. Plans are to build a slurry pipeline 170 miles from Lady Annie to Sweers Island in the Gulf of Carpentaria. The firm is continuing feasibility tests in the area, and indications are that the pipeline concept retains high priority as means of transporting the product. Significance for U.S. lies in potential development of a significant fertilizer industry supplier in this area, and in the sales potential which may show up for expertise, services and equipment to make the project go. Broken Hill South's head office is Broken Hill Proprietary Ltd., BHP House, 140 William St., Melbourne.

ECUADOR — Instituto Ecuatoriano de Electrification (INECEL), Quito, is inviting construction firms to present prequalification documents for Bid PA/1 for construction of the **civil works of Paute Hydroelectric Project Stage I (400 MW).** Dead line for prequalifications is July 15. The main works for this bid include: excavation and concrete lining for power tunnel and surge tank, construction of underground power house, excavation and installation of steel liner for pressure shaft and contractor's camps, totaling about $50 million. Financing will be through loan of Interamerican Development Bank now being processed and INECEL's own funds. For additional information contact INECEL, Casilla 565-A, Quito, Ecuador, telex 2243.

NIGERIA — Ministry of Education has announced that applications will soon be invited from building contractors interested in submitting tenders for construction work on IBRD's **Second Education Project.** The project involves construction of **23 secondary schools and seven teacher training colleges** in East Central, South Eastern, and Rivers States. Total cost estimated at $17.6 million, in separate contracts varying between $190,000 and $960,000. U.S. firms interested in being included on tender lists should apply directly to Project Manager in appropriate States, stating whether they are included in Government Register of Contractors, and if so, in what category. Firms not currently included can be considered provided they apply for registration. Project Manager in each State will supply registration forms on written request. Interested firms should send copies of all correspondence with State Project Managers to Project Office, Bureau of External Aid, Federal Ministry of Education, P and T Bldg., Tafawa Balewa Sq., Lagos. Completed applications must be submitted by end-July to attention of Project Manager, IBRD Second Education Project, and addressed as follows: For contracts in East Central States: Permanent Secretary, Ministry of Education, Planning & Research Div., Enugu. For contracts in Rivers States: Permanent Secretary, Ministry of Education, P.B. 5000, Port Harcourt. For contracts in South Eastern State: Permanent Secretary, Ministry of Education, 5 Etim Edem Lane, Calabar.

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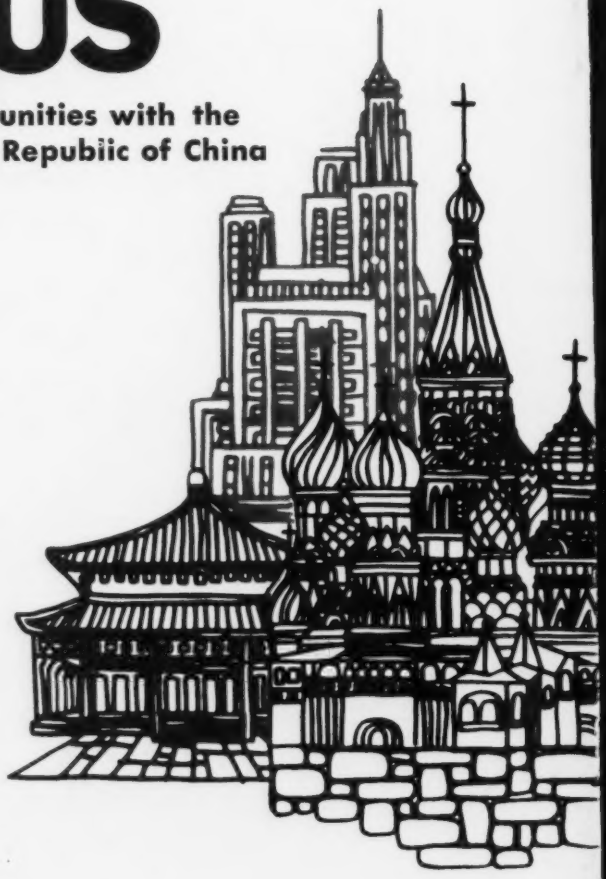

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